Incorporating *International Commerce*

APRIL 16, 1973

Commerce Today

Coming Developments in Business and Technology

Administration's Bill For 'Open, Equitable' Trade

Page 4

FROM THE SECRETARY

The Crisis Over Federal Spending

In Washington today, there is a great debate going on concerning Federal spending.

President Nixon has submitted a sound responsible budget to the Congress. This budget contains the highest amount for human needs in our Nation's history. It contains the smallest percentage for defense since 1950.

This budget reflects the efforts of President Nixon to eliminate wasteful and unproductive uses of the taxpayer's money. One hundred and fifteen programs have been identified to be eliminated, reduced, or reformed because they do not provide the taxpayer with a dollar's value for a dollar spent.

Let me point out a few examples of wasteful programs President Nixon's budget is eliminating.

► One OEO employment program in East Harlem set out to train and place in jobs 1,400 disadvantaged people. Only 616 enrolled, 170 of those dropped out, and only 6 persons were actually placed in jobs.

► Among the more incredible stories are those involving some of the Community Action Programs. In one state, OEO-funded employees, during their working hours, engaged in labor organizing strikes, picketing, and confrontations with school authorities.

► In New Jersey, a Community-Action employee was buying a house for $128 a month. He rented it to the Community-Action Project for $383 a month. Another Community-Action director rented a house to Head Start for $225 a month for which he was paying $55 a month.

► One Community-Action Program for the poor spent $60,000 sending a group of students to Europe. The Project was defended on the grounds that the money would have to be returned to the Government if it were not used by the end of the fiscal year.

If the Congress refuses to go along with President Nixon's budget cuts, the American people will be faced with a Hobson's choice of higher taxes, greater inflation, or both. It would take a 15 percent tax increase to pay the cost if the President's budget cuts are not upheld.

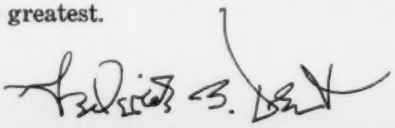
At a time when Americans are concerned about higher prices brought on by inflation and are concerned about the Government's share of their weekly paycheck, one would think that Congress would respond favorably to the President's budget. Yet 15 bills are expected to pass the Congress which alone would require a 4 percent increase.

Squeaking wheel

There is an old saying, the squeaking wheel gets the grease. Up to this point, the greatest noise level reaching the Congress is coming from special interest groups whose place at the Federal trough would be eliminated if President Nixon's budget cuts stand. Congress has been hearing—not from the poor who are benefitting from the greatest human needs budget in history—but from the vast network of poverty bureaucrats and professional grant-grabbers who have made a living out of poverty.

These people are not concerned that the vast expenditures their programs require result in very little aid to the poor. One estimate has been that 80 percent of the tax dollar in the poverty programs President Nixon has eliminated went for personnel and other costs with only 20 percent actually reaching those in need.

Yes, we do have problems in America today and perhaps this threat of inflation is one of our greatest.



Commerce Today

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Vol. III, No. 14, April 16, 1973

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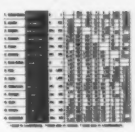

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COVER: *Goods move swiftly in modern containers from rail to ship at a U.S. port. So that this process of export shipment can continue and grow, President Nixon has submitted his Administration's "Trade Reform Act of 1973." A full description of its provisions is to be found in the article beginning on Page 4.*

ECONOMIC
HIGHLIGHTS

Sustained Boom In Housing Boosts Demand For Building Materials, Home Furnishings

Economic Highlights is prepared by the Office of the Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

Residential construction has provided a strong, sustained stimulant to the economy during the current economic expansion, and there are no signs of abatement in the months ahead.

Housing starts turned upward in early 1970—long before the start of the recovery of the economy as a whole—and set successive records in 1971 and 1972. Further, there are indications that starts will continue at boom level throughout 1973.

It should be noted that housing starts do not fully indicate the economic ripples that are sent out by the homebuilding industry into other sectors of the economy. In order to gauge accurately the economic implications of housing construction, activities related to housing must be considered.

The first chart on the opposite page shows the high level of current housing starts compared with the 1960s. While the annual figures indicate little change between 1969 and 1970, the quarterly figures in the second chart reveal the slide in 1969, and the continuous rise that occurred in 1970 and 1971.

Sales of building materials and hardware stores have generally mirrored the pattern of housing starts over the past several years. As indicated in the fourth chart, retail sales of appliances and home furnishings also had a definite, although slower, response to housing starts.

The lag between housing starts and purchases of household durables is due in part to the time required to build and market a single-family home or an apartment. Also, the occupant of a new housing unit may choose to delay purchases of furniture and other items desired in the new quarters.

Much of the economic impact of residential construction activity occurs after a housing unit is started because building time averages four to five months. This lag can be seen in comparing starts with a statistical measure of ongoing activity. For example, the turnaround in starts occurred in the second quarter of 1970 while the residential construction component of Gross National Product, expressed in constant dollars, declined in that quarter and then increased in the next quarter.

Thus, even if starts were to show no further rise this year, homebuilding would probably continue to exert a stimulative impact on the economy.

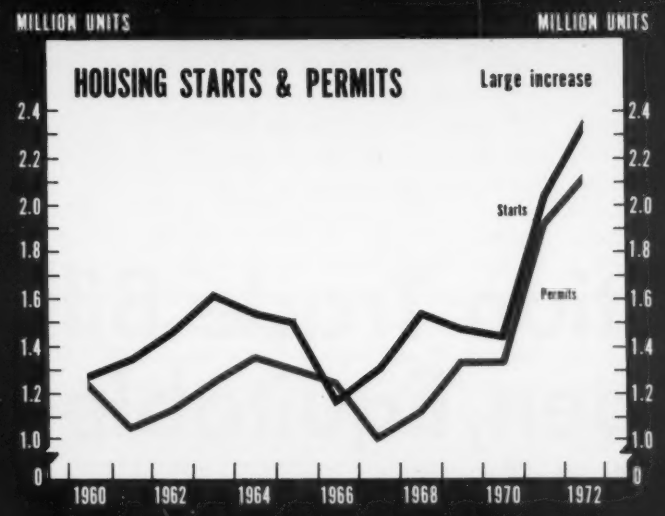
Housing starts have remained stable at a seasonally adjusted annual rate of about 2.4 million for seven months, and the outlook for a continued high level remains favorable. Demand has not diminished, judging from sales of single-family homes and the high rate of household formations. Also, the vacancy rate for rental housing remains close to 5½ percent compared with readings above 7 percent during most of the 1960s. And finally, tighter monetary conditions in recent months seem to have had little effect on the flow of mortgage funds: mortgage commitments are at a record high.

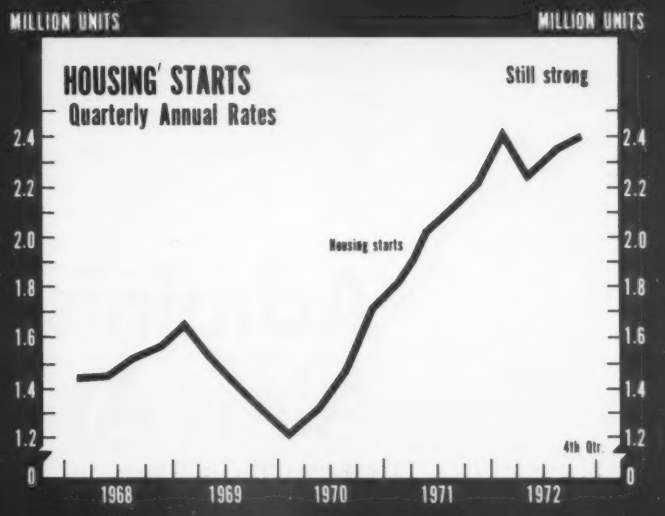
Thus, a continued high level of housing starts during 1973 seems likely, and because of the lags, continued strong economic impact seems virtually certain.

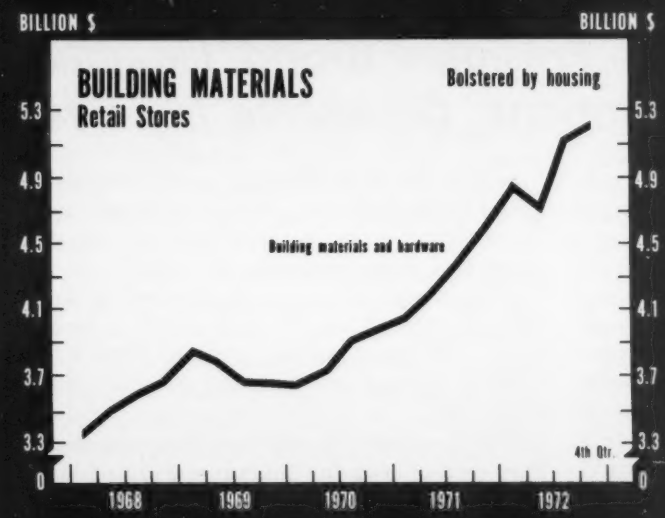
Other economic data

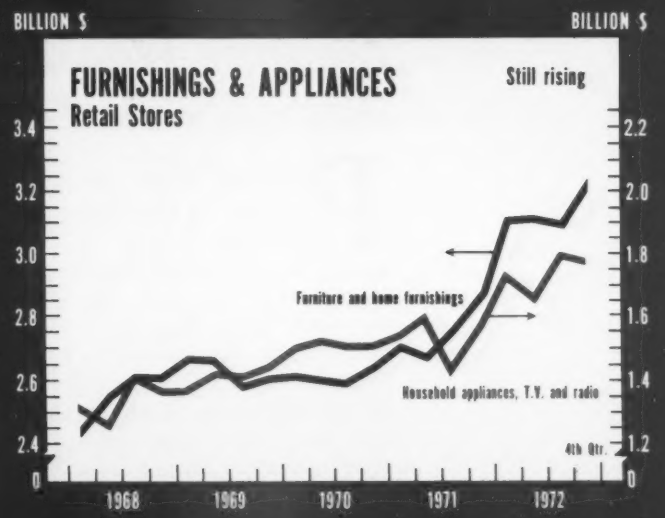
The rapid expansion of the economy continues to generate jobs at a fast pace. The U.S. merchandise trade balance remains in deep deficit with no indication, on the basis of recent monthly data, of a trend in either direction.

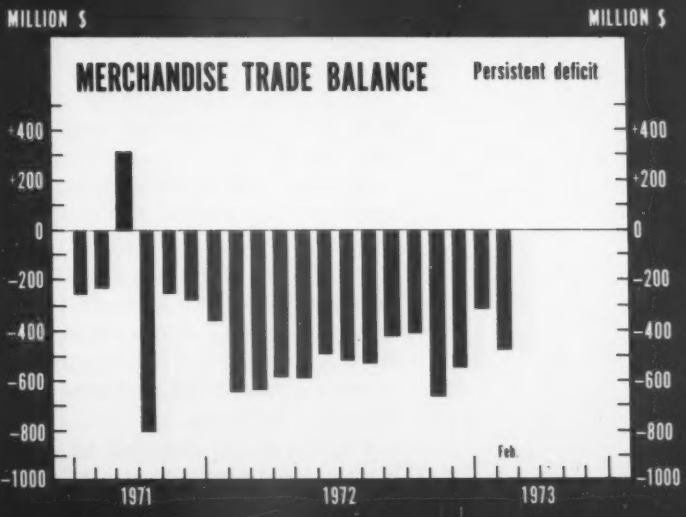
Latest Indicators











All quarterly and monthly data seasonally adjusted

Commerce Today
Vol. III, No. 14
April 16, 1973

Administration Trade Bill Aims At 'Open, Equitable' Relations With Partners

Measure Would Give President Broad, Flexible Authority On Negotiations, Disruptive Imports

President Nixon on April 10 transmitted to the Congress "The Trade Reform Act of 1973," as well as a companion bill amending the Federal Trade Commission Act and the Webb-Pomerene Act (see insert, Page 6). In the message accompanying the bills, the President urged Congress to act as expeditiously as possible on the proposals which he characterized as the most significant steps offered by this Administration toward securing the open and equitable trading world necessary for a durable, mature structure of peace.

The major proposals of the bill are designed to provide the President with broad, flexible authority necessary to:

► negotiate the lowering of tariff barriers intrinsic to a more open and equitable trading system;

► deal with excessively rapid increases in imports that disrupt domestic markets and displace American workers;

► deal with unfair competition against U.S. products, both at home and abroad;

► manage U.S. trade policy more efficiently and use it more effectively to meet our balance of payments problems and to combat domestic inflation;

► permit the granting of Most-Favored-Nation treatment to countries not now receiving it in order to take advantage of new trade opportunities;

► and grant developing countries generalized tariff preferences designed to enhance the contribution trade can make to the development of these countries.

These major proposals are covered by the first six titles of the bill, each of which deals with a different subject matter. Title VII contains general provisions applicable to the entire bill.

Title I—Authority for New Negotiations: This section contains the basic grant of authorities necessary for the President to implement new trade agreements.

Negotiating Authority. Pursuant to Title I, the President is authorized, for a period of five years, to eliminate, reduce or increase duties in the context of negotiated agreements. This authority includes the raising of duties to any level, the reduction or the elimination of duties, and the conversion of specific duties to ad valorem rates.

Staging and Rounding. To provide time for the adjustment of U.S. industries and workers to the effects of the reduction or elimination of duties, Title I also establishes staging requirements, which break up the total reduction into interim reductions. Rounding authority is also provided to permit the President, by rounding fractions or decimals, to proclaim marginally lower rates in the course of staging than would otherwise be required.

Nontariff Barriers. With regard to non-

tariff barriers, Title I contains a statement by the Congress urging the President to negotiate with foreign countries for the reduction, elimination or harmonization of such barriers and other distortions of trade. In addition to existing procedures used by the President in negotiating and implementing agreements on tariff barriers, Title I provides a new Congressional veto procedure applicable to agreements which require additional Congressional authority for implementation after negotiation by the President. This procedure would permit the President to implement an agreement if neither house of Congress vetoes the agreement within 90 days after it is signed.

Finally, Title I spells out various prenegotiation requirements, including receipt by the President of advice from the Tariff Commission and Cabinet Departments, the holding of public hearings, and the transmission of trade agreements to Congress.

Title II—Relief from Disruptions Caused by Fair Competition: This title, containing the safeguards for dislocation due to import competition, represents a major revision of the "escape clause" provisions of the Trade Expansion Act.

New Injury Test. Industries petitioning the Tariff Commission for import relief are required to show that increased imports have been the primary cause of serious injury, or threat thereof. This new test liberalizes existing criteria first by deleting the requirement that the injurious imports result from trade agreement concessions. Secondly, it substitutes "primary cause" for "major cause" with respect to the required causal relationship between increased imports and injury. In this regard, "primary cause" means the largest single cause while "major cause" has been interpreted as greater than all other factors combined.

Market Disruption. New "market disruption" criteria are included to simplify the burden of demonstrating that increased imports are the primary cause of the injury. If the Tariff Commission has found serious injury or threat thereof, a finding of market disruption will constitute prima facie evidence that the increased imports are the primary cause of injury or threat thereof. As provided by the bill, market disruption means that imports are substantial, that they are increasing rapidly both absolutely and as part of total domestic consumption, and that they are offered at prices substantially below those of comparable domestic products. Also, in determining whether imports are the primary cause of injury, the Commission will consider relevant factors such as efforts taken by firms in the industry to compete more effectively with imports and the extent to which current business conditions, changes in taste or technology, or competitive conditions within the industry have contributed to the injury.

Tariff Commission investigations are to be restricted to three months' duration with an additional two months' extension for exceptional cases. Unlike current procedures, Tariff Commission reports to the President of affirmative findings will not include recommendations on the type of relief necessary.

Import Relief. With regard to the granting of relief, Title II requires that the President decide within 60 days after receiving the Tariff Commission report, or 120 days in the case of a tie vote, whether: he will provide import relief; direct the Secretary of Labor to expedite petitions from workers for adjustment assistance; or take any combination of these actions. This does not require the President, however, actually to provide relief within this 60-day period. If he decides not to provide relief, the President must immediately submit a report to the two Houses of Congress stating the basis for his decision.

Following a decision to grant relief, the President is required to act within 60 days (180 days if the President announces his intention to negotiate international agreements). Import relief may be in the form of: an increase in, or imposition of, any duty or other import restriction; suspension of the application of 806.30 or 807.00 of the Tariff Schedules; negotiation of orderly marketing agreements with foreign countries; or any combination of these actions. International agreements may be substituted for other import relief at any time.

Length of Relief. Any import relief shall terminate not later than five years after its initiation unless renewed in whole or in part for one additional two-year period by the President when he determines the renewal to be in the national interest and after taking into account advice from the Tariff Commission with regard to its investigation of the industry's request for an extension. Furthermore, any import relief measure must be phased out, and in the case of a five-year term, the first modification or reduction must commence in no later than three years. These

Amendments To Other Laws

A companion bill to the new trade measure proposes the following:

The Federal Trade Commission Act is amended to give the Commission authority to order issuance of exclusion orders by the Secretary of the Treasury on a finding of unfair methods of competition or acts (other than dumping or subsidization of exports and patent infringement) which: have the effect or tendency to destroy or substantially injure a domestic industry, effectively and economically operated; or restrain or monopolize trade and commerce in the U.S.; or substantially impair competition within the U.S. No final order shall be issued by the FTC if the Secretary of the Treasury notifies the FTC within 30 days of receipt of a proposed order that such exclusion would be significantly adverse to U.S. economic interests.

The Webb-Pomerene Act is amended to make clear that it applies not only to the export of goods but also to certain kinds of services—for example, architecture, construction, engineering, training and management consulting. Another amendment clarifies the exemption of Joint Export Associations from U.S. antitrust laws, while setting up clear information, disclosure and regulation requirements to ensure that the public interest is fully protected.

provisions, notwithstanding, import relief may be terminated or reduced by the President at any time. Upon termination of relief, an industry may re-petition for a Tariff Commission investigation after two years.

Adjustment Assistance for Workers. Adjustment assistance for workers, as provided by Title II, is composed of supplements to State unemployment benefits, and assistance with respect to training, relocation, and job search. The supplemental payments will become unnecessary as proposed Federal unemployment insurance standards for all workers become effective. Workers would be eligible for adjustment assistance if it is established that they are experiencing, or are threatened with, unemployment or underemployment in substantial part as a result of increased imports. This program will be administered by the Secretary of Labor.

Title III—Relief from Unfair Trade Practices: The purpose of this title is to consolidate and revise the four principle statutes dealing with unfair trade practices of foreign countries.

Unfair Foreign Import Restrictions and Export Subsidies. This section amends current law and expands the authority of the President to respond to unreasonable or unjustified foreign trade restrictions or discriminatory or other acts which burden or restrict U.S. commerce. Under the proposed statute, the President is authorized to take action against any foreign country which: maintains unjustifiable or unreasonable tariff or nontariff trade barriers (including variable levies) which impair trade commitments made to the United States or which restrict or discriminate against United States trade; engages in unjustifiable or unreasonable discriminatory or other acts or policies which directly or indirectly burden or restrict United States trade; or subsidizes its exports to third countries which substantially reduce sales of competitive United States exports to such countries.

The President is required to take all appropriate and feasible steps to obtain the elimination of such restrictions or subsidies. The President has discretionary authority to withhold benefits of trade agreement concessions to the country. He may also impose duties or other import restrictions at any level and for such time as he deems appropriate, on a Most-Favored-Nation basis or only on the imported products of any offending foreign country. In determining what action to take, the President must consider the relationship of such action to the international obligations of the United States.

Dumping Duties. This section makes technical amendments with regard to provisions of the Antidumping Act of 1921 concerning purchase price and exporter's sale price and establishes time limits for dumping investigations. The statute also provides for public hearings with respect to the Secretary's decision as to sales at less than fair value and the Tariff Commission's determination as to injury. The proposed statute requires the Secretary of the Treasury to make a tentative determination of sales at less than fair value within six months, or nine months in more complicated investigations.

Countervailing Duties. This section effects four major changes in the present countervailing duty statute. It provides for the application of countervailing duties to duty-free

imports; it requires an injury determination by the Tariff Commission for the application of countervailing duties to duty-free imports, for so long as such an injury determination is required by international obligations of the United States; it provides that the Secretary of the Treasury must determine within one year if a bounty or grant is being paid or bestowed; and it provides discretionary authority for the Secretary to waive the application of countervailing duties in any particular case if he determines that such action would be detrimental to United States economic interests, or that existing quantitative limitations are an adequate substitute for the imposition of countervailing duties.

Patent Infringement. Finally, Title III amends section 337 of the Tariff Act by limiting application of the statute to patent infringement (see also insert, Page 6). Under section 337, as amended by this bill, a domestic patentee would not have to establish injury thus making relief more effective and equitable. Also, the Tariff Commission, rather than the President, will direct the issuance of exclusion orders. Current bonding requirements are amended so that imports may enter temporarily, while a Tariff Commission decision is being appealed or in cases in which the validity or enforceability of a patent is subject to a bona fide court challenge, upon the payment of a bond in favor of the patentee based on an estimated reasonable royalty or damages, or both, as is necessary to protect the patentee's asserted rights.

Title IV—International Trade Policy Management. This title provides certain permanent authorities to the President which enable more flexible goals for the management of trade policy.

Balance of Payments Authority. This section provides the President with additional authority to impose one or more special import measures for a period he deems necessary to deal with the United States balance-of-payments position in specific situations as follows: to impose a temporary import surcharge or temporary quantitative limitations on imports in the case of a serious United States balance-of-payments deficit, or to cooperate in correcting an international balance of payments disequilibrium; and to reduce temporarily or suspend tariffs or other import restrictions in the case of a persistent balance-of-payments surplus.

In addition, the section provides authority to impose surcharges or other restraints selectively against a country whose payments balance is in a state of persistent global surplus, provided the President considers the relationship of these actions to the international obligations of the United States.

Withdrawal of Concessions. This section permits the United States to exercise fully its rights and obligations under the General Agreement on Tariffs and Trade (GATT) and other trade agreements and makes the President's domestic authority co-extensive with his authority under trade agreements. It provides the President with authority to withdraw, suspend, or terminate concessions pursuant to our rights under trade agreements, to increase rates not more than 50 percent above the column 2 rates or 50 percent ad valorem, and, equally important, the authority to maintain trade agreement concession rates in the absence of a trade agreement. Such authority enables the President to exercise the same rights that other nations have with respect to trade agreements, thereby providing additional flexibility and leverage in GATT negotiations.

Renegotiation of Import Restrictions. The section provides permanent limited authority to negotiate, enter into, and implement trade agreements of restricted scope for the purpose of maintaining a balance of mutual concessions and adjusting to changed circumstances. The authority permits the President to negotiate agreements of a limited nature following expiration of his basic negotiating authority.

Compensation for Import Relief. This section provides the President with continuing authority to compensate foreign countries for increases in U.S. tariffs or other import restrictions, in order to maintain a level of reciprocal and mutually advantageous concessions. It would be used only when required by the international obligations of the United States.

Combating Inflation. The President is authorized to temporarily reduce import barriers as a means of restraining inflation.

Other Provisions. The remaining portion of Title IV: requires the reservation of certain articles from reductions in duties or other import restrictions during the course of trade negotiations; requires the application of trade agreement concessions on a Most-Favored-Nation basis unless deviation is specifically authorized; provides authority for the President to suspend or terminate,

at any time, actions to implement trade agreements; provides that all trade agreements are subject to termination or withdrawal at the end of specific time periods; provides for public hearings in connection with trade agreement negotiations; and authorizes annual appropriations to GATT.

Title V—Trade Relations with Countries not Enjoying MFN Treatment: The purpose of this title is to authorize the President to enter into bilateral commercial arrangements to extend Most-Favored-Nation treatment to imports from countries which are subject to higher rates of duty, provided for in column 2 of the Tariff Schedules. Currently imports from all Communist-controlled countries, except Poland and Yugoslavia, are subject to column 2 rates of duty. The President may also extend MFN treatment to countries which become a party to a multilateral agreement to which the United States is also a party, for example, the GATT. However, extension of MFN treatment would be subject to a Congressional veto. These provisions, for example, will enable the President to carry out the trade pact negotiated with the USSR.

The bilateral agreements must be limited to an initial period of not more than three years, and may be renewable for additional periods, each not to exceed three years. The President may at any time suspend or withdraw, in whole or in part, the application of Most-Favored-Nation treatment. This title also contains a provision designed to protect domestic industries from market disruption caused by increased imports from a state-controlled economy which receives Most-Favored-Nation treatment. In addition, the President may apply import relief measures to imports from the country causing injury without taking action on imports from others.

Title VI—Generalized System of Preferences: Title VI provides authority to the President for ten years to provide duty free treatment to imports from developing countries. The basic authority provides for such treatment on articles determined eligible from beneficiary developing countries.

Preferential treatment will not apply to imports of an article from a particular developing country if that country supplies 50 percent of the total value of United States imports or $25 million of the article to the United States during a representative period, unless the President determines that non-application of preferential treatment would not be in the national interest. However, the specific criteria in this "competitive need" formula represent a maximum limit, and do not preclude the President from withdrawing or suspending preferential treatment in cases where a developing country supplies a smaller amount or percentage of U.S. imports of the article.

The authority is intended to be applied basically to semi-manufactures or manufactures but selected other products may also receive preferential treatment. Articles will be determined eligible under the procedures applicable to the negotiation of a tariff concession, including public hearings and a Tariff Commission investigation to determine the anticipated impact on domestic producers. Preferences cannot be granted on articles which are or subsequently become subject to import relief measures or national security actions.

The President may modify, withdraw, suspend or limit preferential treatment at any time on any article or to any country, but he cannot establish an intermediate preferential duty between zero and the Most-Favored-Nation rate. With respect to affirmative Tariff Commission findings of import injury on eligible articles, the President may terminate the preferential treatment without raising the Most-Favored-Nation rate.

Preferences cannot be granted to countries which are not entitled to Most-Favored-Nation treatment, or to any country which grants preferences to other developed countries ("reverse" preferences) unless the country provides satisfactory assurances that it will eliminate such preferences on or before Jan. 1, 1976. The President is required to suspend or withdraw preferences from countries which fail to terminate reverse preferences by this date and from countries which cease to receive MFN treatment.

Title VII—Authorities: Title VII provides for delegation of authority under the Act; requires annual reports by the President and the Tariff Commission on the trade agreements programs; defines a number of terms, and sets forth the relation of this Act to other laws. With regard to the latter, Title VII provides for repeal of the prohibition against imports of seven furs and skins which are the products of the Soviet Union and the Peoples' Republic of China and for repeal of the Johnson Act which prohibits private persons from making loans to countries in default of obligations to the U.S.

—Bureau of International Commerce

Industries Set New Environment Cleanup Targets For 1973-74

Commitments In NIPCC Annual Report Come From 160 Industries; Cover Air And Water

An Alaskan shipping firm is equipping all its oil barges with spill pans at hose connections.

In the Colorado Rockies, AMAX Climax Molybdenum Co. had to build a reservoir for its Urad mine, near Denver. And turned the scenic waters over to the public for camping and fishing.

In Kentucky, Ashland Oil Co. anticipates spending nearly $20 million for environmental control projects—including construction of fuel desulfurization equipment facilities which will enable the company to produce unleaded gasoline.

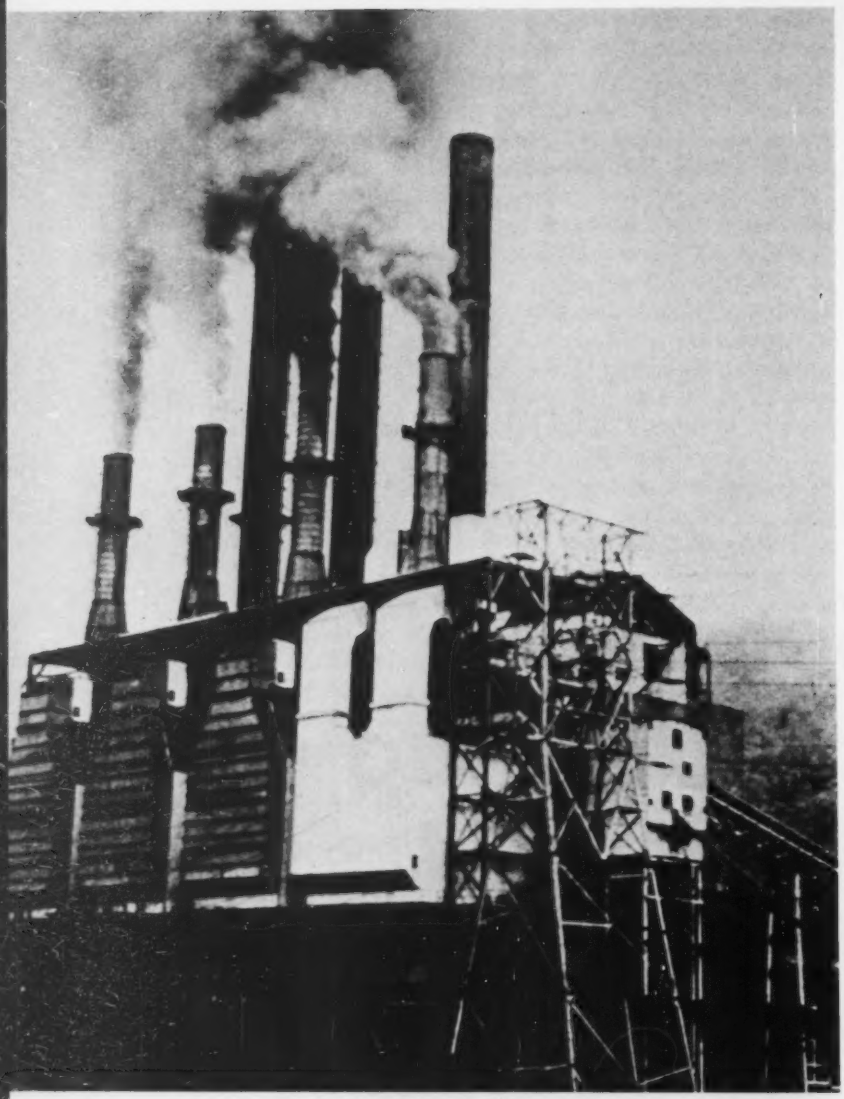
Unusual examples of environmental documentation are spotted throughout the new commitments of more than 160 major industrial organizations to cleaning up the air and water. The new "Commitments of Cleanup Action" are the National Industrial Pollution Control Council's third volume sent to President Nixon.

NIPCC, a panel of leading industrialists from a cross section of industry and the Nation, through the Secretary of Commerce provides advice to the President on matters involving or affecting industry policies and programs relating to pollution control and abatement. It also functions to stimulate efforts by industry toward the achievement of the Nation's environmental goals.

"Many of the commitments," according to NIPCC Chairman W. F. Rockwell, Jr., "include new company policies which will yield over the years many environmental benefits."

Still others involve updated reports of firms who've been doing things about pollution at least two decades before the environmentalists discovered it.

The new commitments, first to be sub-



BEFORE—*Emissions without its precipitators in operation illustrate problems facing industries and the environment. This Alloy, West Virginia, plant of Union Carbide has installed precipitators which eliminate pollution emissions shown here.*

mitted to the President through Secretary Dent who was a member of the Council before becoming Secretary of Commerce, represent billions in capital expenditures and, millions more in added expenses of operating the new pollution abatement facilities.

John L. Sullivan, Acting Executive Director of NIPCC, said: "There is no question that environmental improvement is an important objective today of the Nation's industry. We all know that the degree of concern is greater in some industries than in others. But almost everywhere there is growing evidence that, whatever present level of concern, objectives are being defined, solutions are being developed, and programs are being implemented.

"The NIPCC Commitment report is a factual, objective, and understandable document illustrating the Council's determination to achieve industrial pollution cleanup and to provide leadership to their industries.

The Alaskan shipper — Alaska Hydro Train Co. — pledged that all its new vessels will have holding tanks and sewage wastes, in addition to equipping all its oil barges with spill pans.

Steel's effort

Armco Steel Corp., through Dec. 31, 1971, had total expenditures for pollution control at all its steelmaking and manufacturing locations of $115,000,000.

"This figure argues more eloquently than words that our company has been and is fully committed to improving the quality of our environment," the steel firm reported to NIPCC.

During 1972, another $5,000,000 in capital expenditures were allocated for new or supplemental environmental quality facilities. Among the "big ticket" items are a $4,300,000 hydrochloric acid regeneration facility at its Ashland, Ky., works, and an $800,000 incineration unit to eliminate certain coke plant wastes at Armco's Houston Works.

While many commitments represent new policy, Mead Corp., of Dayton, Ohio, reflects the image of the majority of the NIPCC commitments—pollution concerns are old, long standing concerns with many corporations.

"Pollution control is not a matter of recent vintage," says J. W. McSwiney, chairman of the board of The Mead Corp. "It has been a matter of major interest and concern for many years at The Mead Corp."

Mead's commitment is backed by long standing policy which says, in essence:

"We will be responsive to the needs of society and conduct our business in a manner that will not detrimentally affect the environment;

"Since control equipment requires substantial capital outays and increases operating costs it must therefore be carefully selected and operated; and

"Failure to comply with existing environmental pollution laws can result in substantial penalties and adversely affect relationships with our public."

The Mead Corp., during the last 10 years

spent more than $45 million on pollution abatement facilities and another $9.5 million to operate them.

In 1971 alone, equipment to control environmental pollution cost $14.7 million. This represents 24 percent of the total capital dollars spent throughout the corporation during the year, and 38 percent of the year's pretax earnings.

Industries manufacturing everything from textiles to toilet paper, from steel to soap, from ore to electric power are included in the environmental cleanups.

Alton Box Board Co. of Alton, Ill., reclaims and recycles over 300,000 tons of paper fiber per year. This material, if not converted by Alton into new, useful paperboard products, would become part of the solid waste disposal problem," the company reports.

Robert Stuart, chairman of the board of National Can Corp., reports that his firm is another reclaimer. In 1971 National Can opened can and glass reclamation centers at each of its 45 plant locations.

"We are not only spending substantial sums for air and water pollution abatement equipment, but are also committing substantial research and development funds for environmentally advanced processes," Stuart reports.

"Our turbine engine program for buses has been accelerated," writes Gerald H. Trautman, chairman of the board and chief executive officer of The Greyhound Co.

And Calmer Steamship Corp. has developed an oil spill contingency plan covering all the ports serviced by the company's vessels. F. S. Sherman, president of Calmer, said the firm's foremost thought is preservation of oil pollution.

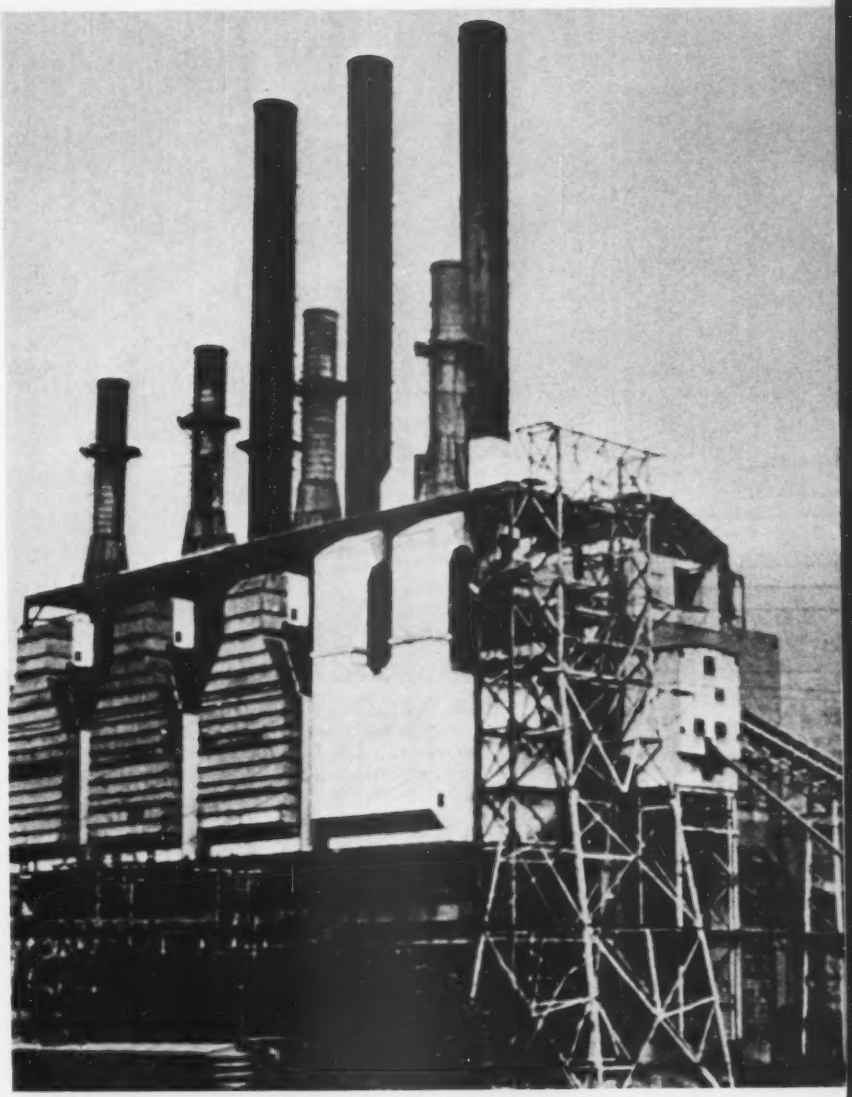
"Industries have banded together, with NIPCC's assistance and provided valuable technological information free of charge to the government. It has brought together members of industry associations and members of the government in a constructive manner and the result has been substantial industry action, which involved spending industry money, to develop information for the government which was not available otherwise. The information and help is made available to all who wish it."

—Secretary Dent

The industry commitments—all voluntary actions—span the continent in the listing of specific plant locations and the status of projects.

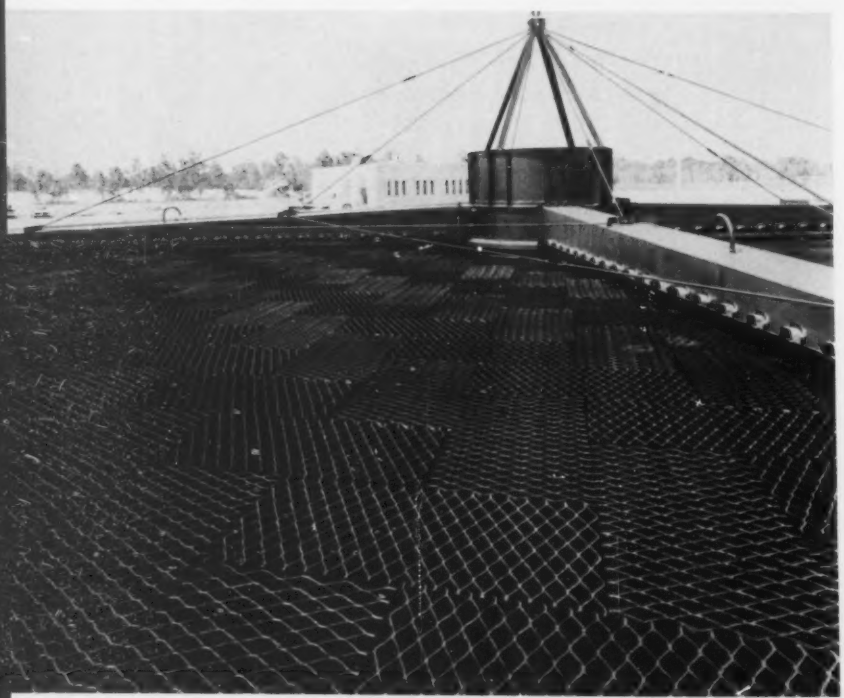
PPG Industries of Pittsburgh, for example, lists limestone mine cleanup projects in Zanesville, Ohio, and chemical plant anti-pollution programs in Lake Charles, La.

At the Zanesville limestone mine, writes PPG Vice President William Carpenter, "we are continuing to address ourselves to the control of noise." This includes specifications for new equipment that require acoustical cabs for drilling rigs, trucks and front end loaders. In addition, cabs have been installed



AFTER—*Progress in controlling emissions is noted in this picture of Union Carbide's Alloy plant showing the stacks with precipitators in operation. The plant's anti-pollution efforts drew praise from an Environmental Protection Agency project director.*

GEORGIA PACIFIC—*Tons of waste paper waiting for recycling at Georgia Pacific's Bellingham, Washington, installation. The paper firm recycles approximately 400,000 tons of used paper a year.*



WASTE TREATMENT—*Surfpac media trickling filter unit installed at a waste treatment plant in Jacksonville, Fla. Surfpac systems have been approved in many states for loading four times those allowed for rock at the same efficiency. They have excellent resistance to shock loadings, toxic substances, temperature and changes in waste strength.*

on all of the company's existing equipment.

Money has been committed, according to Carpenter, for installation of a dust collector for the kiln stack at the Zanesville operation. And, a dust collection system for the limestone crusher hopper has been completed.

PPG's Lake Charles chemical complex is getting a new incinerator for elimination of hydrocarbon wastes.

Litter cleanup is illustrated by Pepsi-Cola Bottler's coast-to-coast project which involves contributing over 900,000 large size plastic litter bags to local scouting groups, and a massive anti-litter advertising campaign.

Because of enormous costs of producing the third commitment report, copies will not be distributed to the general public. Copies, however, are available for general public use at the Commerce Department field offices in major cities.

The first volume of commitments was delivered to President Nixon Feb. 10, 1971, and the second, on Oct. 21, 1971.

On April 13, NIPCC chairman Rockwell, in testimony before the House Appropriations Subcommittee on Agriculture-Environmental and Consumer Protection, said:

"In an effort to give direct and specific evidence that the members of the Council and Sub-Councils take seriously President Nixon's charge of enlisting increased support from business and industry in the drive to reduce pollution in all its forms to the minimum level possible, the Council encourages an Industry Commitment Program.

"Through the Chairman and Vice Chairman of each Sub-Council, each member has been asked to undertake a 'leadership commitment' to have his company end one or more environmental damaging practices by a state or to reduce them by a stated progression of dates.

"Through volumes of commitments to date, industry has set forth hundreds of specific actions at named plant locations with, in many instances, stated target dates for completion as well as estimates of investments required. Other commitments set forth new company policies which will yield important environmental benefits. The third volume has recently been compiled. This program is a continuing effort of the Council which has and is expected to continue to yield important results."

—*National Industrial Pollution Control Council*

Larger Firms Prove Best Market For Sales By Minority Enterprises

Setting Specific Purchasing Goals Is Key To Minorities Gaining Market Access

Minority purchasing, called the "sleeper to the success of the minority enterprise program," is becoming a front office venture in leading corporations throughout the Nation, according to the National Minority Purchasing Council's chairman, Robert Stuart.

A total of $39 million in purchases for minority businessmen were reported by two new Regional Minority Purchasing Councils recently "as a start," said Stuart, who is chairman and chief executive officer of National Can Corp.

"This contrasts sharply with another regional group which for years has been trying another approach to the same problem—putting a lot of energy into an annual trade fair—and getting less than $300,000 worth of minority purchases," Stuart continued.

"This example—$9 million reported from one regional council and $30 million from another—dramatically illustrates the success of our program and its methods," he stated further.

Started less than a year ago, the National Minority Purchasing Council has carried the thrust of minority business development to the marketplace by encouraging top level management to set minority purchasing goals. This goal setting, the key to the success of the entire program, gives the purchasing agent and middle management executives some "clout," some goals to work toward and the flexibility to do the job.

"The ultimate success of any business depends on markets for its products," Stuart explained. "Of the many problems facing minority firms, none is more acute than that of market development.

"Minority firms generally have been unable to penetrate the inter-corporate market which is the center of procurement activity in the private sector. Corporate policies which encourage purchase of goods and services from minority-owned firms are the answer."

The National Minority Purchasing Council program goes one step further than simply getting the buyer and minority seller together. In many instances it teaches the minority seller how to market his goods and services.

"Qualifiable" minorities who don't quite know the ropes, where the markets are or

how to get them, are given help in many cities by the National Association of Purchasing Management. This organization brings all the purchasing managers in a city together to discuss problems involved and methods of bringing out minority purchasing.

The National Minority Purchasing Council's strategy, as outlined by Walter L. Sorg, Acting Director of the Office of Minority Business Enterprise, is:

- Promoting the adoption and implementation of corporate policies that will encourage the purchase of goods and services from minority-owned companies.
- Establishing procedures and programs to identify minority suppliers capable of fulfilling corporate purchasing requirements.
- Developing programs of assistance to minority-owned companies to enable them to better qualify as good sources of supply.
- Maintaining a continuing information program on corporate purchasing requirements and minority-owned capabilities.

"Once the channels of capital began to open to minority businessmen," Sorg stated, "it was time to turn to the marketplace. That's where the ultimate success of the minority enterprise program lies."

The National Council's regional counterparts mirror the image of their parent, but actually go into the business community and get the work done. Membership—regionally and nationally—consists of top corporate executives.

Their objectives include determining the identities, locations, and capabilities of qualified or qualifiable minority firms, stimulating local corporate participation in the program, identifying corporate procurement requirements, and supporting trade fairs and seminars that will enhance the visibility of minority businesses.

"We are still just breaking ground," Chairman Stuart asserted, in assessing the first year's activities which have included organizing regional councils.

"The big job and the major results are yet ahead of us," he continued, "but we are thrilled with the degree of interest we are finding."

Stuart, who temporarily put aside his National Can business to talk avidly of the National Minority Purchasing Council program, said "businessmen like this approach and are convinced it will work and they are anxious to participate.

"We are particularly impressed with the fact that industries are interested in embarking on this type program through industry associations," Stuart added.

"Big associations already involved in the program include the banking industry, aerospace industry, electronics industry and the very important National Association of Purchasing Management," he added further.

"We've had inquiries from a number of other associations which will become involved in the program in the near future," he concluded.

Early success of the program is reflected in results and experiences shared by some of the firms involved in minority purchasing activities.

Honeywell, Inc., the world's second largest computer firm, bought $4.5 million worth of supplies from 437 minority businessmen last

HOUSTON CHAIRMAN—*Richard J. Bauer, left, vice president of Shell Oil Co., accepts a certificate from Secretary Dent in recognition of activities in promoting minority business development. Bauer has agreed to serve as chairman of the Houston Minority Purchasing Council.*

Robert Stuart
Chairman, National
Minority Purchasing Council

Walter L. Sorg
Acting Director
Office of Minority Business Enterprise

year. The purchases exceeded the company's 1972 goal of $4 million and has encouraged the firm to set a goal of 15 percent above that for 1973. Last year was the first one in which Honeywell set a minority purchasing goal. It represented an increase of $3.1 million over 1971, when the company made purchases from 42 minority businesses.

Honeywell, which also makes cameras, medical test instruments and defense products, actively sought the black firms. Moreover, Honeywell provided those firms with technical and managerial assistance when needed and encouraged other companies to buy from them.

"The minority purchasing effort must not be perceived as a kind of extracurricular social venture. It must be integrated into the normal corporate operations," said an American Oil Company executive in a report on his company's minority purchasing experiences.

"If a minority purchasing program is indeed to be cranked into the system, the men in the executive suite must do more than announce it by memorandum," the American Oil executive asserted.

Serving with Stuart, as vice chairman of the Council, is Phillip T. Drotning, Director of Urban Affairs, Standard Oil Co. (Indiana).

Other Council members are Berkeley G. Burrell, president, National Business League, Washington, D.C.; Augustine R. Marusi, Chairman and President, Bordens, Inc., New York; Alfred E. Jones, President, National Association of Purchasing Management, Pittsburgh; R. Anderson Pew, Treasurer, Sun Oil Co., Philadelphia.

Vice Admiral Joseph Lyle, President, National Securities Industrial Association, Washington, D.C.; Arthur F. Mitchell, Vice President for Corporate Purchasing, Greyhound Corp., Phoenix, Ariz.; William B. Rieke, Executive Vice President, Lockheed Aircraft Corp., Burbank, Calif.; William K. Barry, Executive Vice President and Director, J. C. Penney Co., Inc., New York; Karl G. Harr, Jr., President, Aerospace Industries Association of America, Inc., Washington, D.C.

Harry G. Beckner, President, Jewel Food Co., Melrose Park, Ill.; Theodore A. Adams, Jr., Executive Director, National Association of Black Manufacturers, Washington, D.C.; Natalie Lang, Director, National Urban Affairs Program, Booz, Allen and Hamilton, Inc., Chicago; Richard J. Bauer, Vice President, Purchasing and General Services, Shell Oil Co., Houston; and James H. Jones, President, First National Bank of Commerce, New Orleans.

DOMESTIC BUSINESS REPORT

- Kansas City foreign trade zone boosts region
- Spanish speaking businessmen plot development course
- U.S. travelers log 125 billion miles
- New construction remains high
- California counties pace farm output

Energy Program Stresses Self-Sufficiency

President Nixon's energy program, which stresses self-sufficiency in domestic energy supplies, will greatly diminish the early estimates of the need for imported liquefied natural gas (LNG), Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, has stated.

The Commerce Department official, addressing a Seatrade Conference on energy imports and vessel financing, said approximately 30 to 35 LNG ships will be needed by 1980 to handle U.S. requirements, instead of the 100 to 150 ships of this type that had been predicted earlier.

However, he added, imported LNG is expected to play an important role in meeting energy demands—particularly in the next five to seven years—but the thrust of the future will be toward developing new domestic sources.

Further, he noted that clean-burning natural gas is the most sought after fuel from an environmental standpoint, and the price gap between imported and domestically produced gas can be expected to be narrowed in the future.

Few after 1980

"Relatively few additional ships of this type (LNG) would be needed after 1980 unless the plan to substantially expand domestic energy supplies encounters technological or economic setbacks," Blackwell said further. "If that were the case, we believe that as many as 70 LNG ships would be required to meet our needs by 1985.

"Since energy is paramount to our way of life, to our economic welfare and development, and to our national security, the need to bring our supply-demand ratio into proper balance represents one of the Nation's most critical problems," Blackwell asserted.

The national security, he continued, in terms of guaranteed access to supplies, the ability to exert leverage over the pricing, and the need to hold the outflow of dollars for imported energy to reasonable limits, will continue to accentuate domestic development of energy resources.

However, he added that imported petroleum and natural gas will figure prominently in meeting the country's energy demands for the next 10 or 12 years, by which time the Nation hopefully will have achieved technological breakthroughs in nuclear power, coal gasification and other sophisticated forms of energy.

"Even with the availability of these additional domestic resources," Blackwell continued further, "the ever expanding growth of energy demand will probably continue the Nation's reliance on energy imports indefinitely."

Reviewing progress in bringing about a reentry of American flag service in bulk trade, Blackwell said shipbuilding contracts covering construction of 37 new vessels and the conversion of 16 general cargo ships to containerships have been awarded.

Two of the new ships ordered are combination oil-bulk-ore carriers, 16 are tankers, including six ranging in size from 225,000 to 265,000 deadweight tons, and six are liquefied natural gas carriers of 125,000 cubic meters capacity.

"All of these OBO and LNG vessels will be highly productive, and most will carry only 26-man crews and operate without subsidies," he said.

"We view the prospects for U.S. tank and OBO construction as quite bright for the years ahead, although a number of factors could influence the size of the program and the size of the vessels required," the Maritime Administrator stated.

Factors included in the energy equation are the substantial price increases that the producing countries have imposed on petroleum imports in recent years, the inability of American ports to provide access to the deep draft, very large crude carriers, and the concerns raised by environmental groups that directly impact on marine transportation of energy.

Recent developments

"Recent developments clearly indicate that environmental considerations are going to exert a very strong influence on the shipping industry—particularly those companies engaged in the operation of tankers," Blackwell stated.

He said the growing concerns about the quality of the environment are particularly focused on the past and potential damages to the marine ecology caused by intentional or accidental discharge of petroleum by tankers. And, tanker operators can expect that efforts to impose mandatory pollution control measures on their operations will increase worldwide.

Hopefully, Blackwell asserted finally, the forthcoming Intergovernmental Maritime Consultative Organization meeting will precipitate the development of international standards for tankers that will be responsive to the legitimate concerns about the degradation of the oceans and coastal zones.

"If multilateral agreements aren't reached within a reasonable time frame, it is probable that we will see tanker operations subjected to a wide variety of unilateral controls which will constrict tanker movements, impede the flow of petroleum to the consuming nations, and add significantly to its costs," he concluded.

New York Firm To Equip First U.S. Merchantman With Highly-Skewed Propeller

A $869,000 contract to install the first highly skewed propeller on a U.S. merchant vessel was awarded Aries Marine Shipping Co., Lake Success, N.Y.

The contract covers the manufacture, testing and evaluation of the propeller.

To be built by Ferguson Propeller Reconditioning Ltd., the propeller will be installed on one of the two "San Clemente" Class ore-bulk-oil vessels now being built for the company by National Steel and Shipbuilding Co., San Diego, Calif.

Since both ore-bulk-oil vessels are the same design, installation of a regular propeller on one vessel and the skewed one on the other will provide performance data on the two types of propellers which can be accurately compared.

Shaped like a pinwheel, the skewed propeller is expected to aid in reducing the damage to ships caused by vibrations from the interaction between the propeller and the water flow in which it turns. Reduction of vibration will increase the habitability of work areas and the crew quarters aboard merchant vessels, as well as lengthen the life of shipboard equipment.

—Maritime Administration

Tank Containers Are Symposium Topic

The use of tank containers in U.S. foreign trade will be the topic of the Maritime Administration's second symposium on container technology.

The seminar, scheduled for April 19, will focus on the movement of dry and liquid bulk commodities in containers.

Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, said that currently, about two million tons of fertilizers, pesticides, other chemicals, spirits, and liquid foods are shipped in containers in U.S. foreign trade annually.

"By bringing U.S. flag carriers, shippers, equipment manufacturers and appropriate government agencies together, we hope to expand this specialized market which American operators have the know-how and equipment to serve," he explained.

Presentations will cover the tank-containers experience of U.S.-flag operators and shippers of spirits, chemicals, petroleum products, and food, in addition to the state of the art in tank-container design.

Further, since many of the commodities carried in these containers are classified as hazardous, U.S. Coast Guard representatives will speak on present and proposed regulations governing such shipments.

The seminar will be in the Commerce Department Auditorium from 10 a.m. to 4 p.m.

Last month the Maritime Administration conducted a similar seminar on refrigerated containers. Future conferences will highlight roll-on, roll-off equipment, identification and marking of containers, and stowage of cargoes in boxes. *—Maritime Administration*

Managing, Marketing Stressed At First National Spanish American Business Development Meeting

An award of a $100,000 Office of Minority Business Enterprise contract to the Spanish American Businessmen's Association of Chicago to establish a minority shopping center set the stage for the First National Spanish Speaking Business Development Conference in Chicago late last month.

The two-day conference drew Spanish-speaking persons from the Chicago area and throughout the country, and government and private industry officials together to study how to turn Spanish-speaking business potential from "promises to profit."

OMBE commitment

The contract, which emphasized OMBE's commitment to the Spanish-speaking, will allow the Chicago association to conduct a feasibility study, develop trade and demographic data, and campaign to solicit tenants and investors for the shopping center. The Spanish association will offer marketing and administrative financing assistance to the tenants.

Calling for "unity and togetherness in their efforts to become part of the system and a part of the economic mainstream of the country," Ramon Romero, Acting Assistant Director of OMBE, told the conference participants that availing themselves of the opportunities offered by the free enterprise system ultimately entails a responsibility to help others to achieve the same status.

"The techniques involved in business success are comprised of three M's," according to Nick Ortiz, Deputy Assistant Administrator for Minority Enterprise, Small Business Administration. "Managing, marketing and money, with money the least important."

Emphasizing managing and marketing, Ortiz told the conference that methods of measuring production should be stressed. He said further that indicators of viability such as profits, success, employment and dividends should be closely watched.

Citing a 50 percent rate of business failures among minorities, Ortiz said there is an ever-increasing need to harness business knowledge wherever it can be found, utilizing sources such as educational institutions and banks as well as the actual experience gained by on-the-job training.

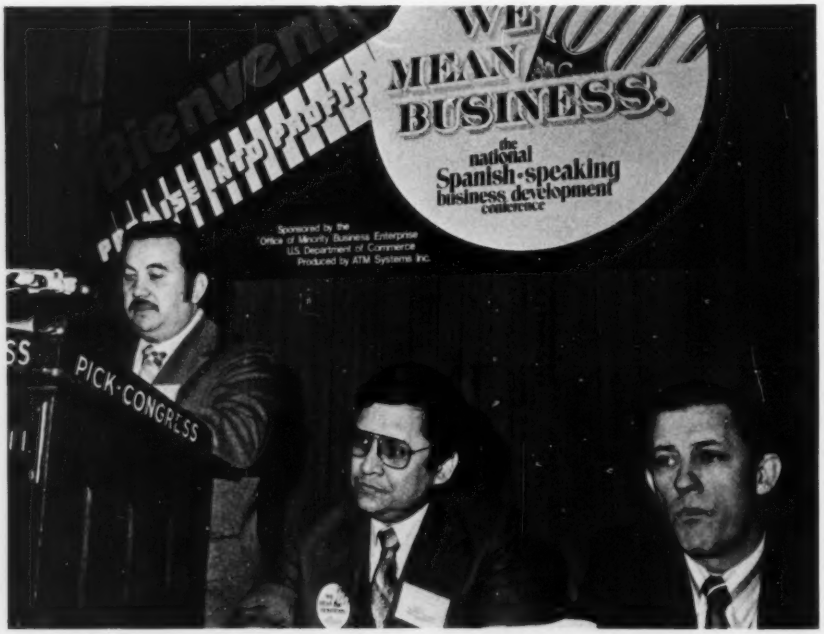
Marketing practices

In marketing, he said, the emphasis should be on quality of services or product. The minority businessman should always be on the lookout for additional knowledge and new techniques.

Areas covered in workshop sessions included:

- Finance — Capital availability from banks and other lending insti-

ROMERO SPEAKS — *Ramon Romero, Deputy Assistant Director of OMBE's Private Programs Division, addresses the business conference opening session.*


WE MEAN BUSINESS.
the national Spanish-speaking business development conference
Sponsored by the Office of Minority Business Enterprise U.S. Department of Commerce
Produced by ATM Systems Inc.
PICK-CONGRESS

CONFERENCE PANEL—*Joe Canchola (left), OMBE field representative in Chicago, addresses the first National Spanish American Business Development Conference. Others from left are Domingo Nick Reyes, president, ATM Systems; Nick Ortiz, Deputy Administrator for Minority Enterprise, Small Business Administration.*

PANEL DISCUSSION—*Alex Aguiar (standing left), Assistant to the President of Amalgamated Bank of Chicago, leads group discussion at the first National Spanish American Business Development Conference. The conference in Chicago late last month, was sponsored by the Office of Minority Business Enterprise.*

tutions, where the money is available to start or expand a business and what is needed to obtain it.

• Government procurement — Contracting under Section 8 (a) of the Small Business Act, how to obtain 8 (a) certification, where and how to get contracts, what the special performance requirements are, and what kind of assistance can be obtained once the contract is secured.

• Management and technical assistance—Private and public services which can be provided minority business persons.

• Private sector business opportunities — How and where to find business, areas of major contracting opportunities and contractor expectations. This also involved how to and how not to sell to corporations, on-site facilities inspections and how purchasing managers evaluate the supplier's performance.

• Communications and small business — Advertising, marketing and sales, including how the mass media communications techniques can be utilized by Spanish-speaking entrepreneurs to build public relations and a corporate image.

• Business education — Basic background on the kind of courses and other resources in business education available to the Spanish-speaking in many communities. Recent business developments necessitate an information explosion to meet the needs of the emerging minority business person.

• Construction contracting — Availability of federal assistance to minority construction contractors from the standpoint of federal contracting agencies, national federally assisted minority construction programs, and local federally sponsored minority construction programs.

Acting director speaks

"We do not want anything handed to us, simply give us the opportunity to do for ourselves," Walter L. Sorg, Acting Director of OMBE, paraphrased an old Spanish aphorism, in asserting to the conferees that it relates well with the objectives of the OMBE program as one without welfare or handout characteristics.

Noting that despite a historical Spanish-speaking claim to preeminence in society, Sorg said there has been a conspicuous exclusion of the Spanish-speaking population from the Nation's socio-economic mainstream.

Tracing the record of achievement for OMBE after four years of operation, Sorg said this includes:

• Deposits in banks owned by Spanish-speaking individuals increasing 94 percent in the last year to a total of $409 million.

• Forty Spanish-speaking organizations funded for a total of $7,312,213.

• SBA loans to Spanish-speaking businessmen for a six-month period ending December 1972 numbered 1,485 for a total of $47.4 million.

—Office of Minority Business Enterprises

Note For Federal Contractors

The Viet-Nam Era Veterans Readjustment Assistance Act of 1972 requires Federal contractors and first-tier subcontractors to list job openings with the United States Employment Service.

The primary purpose of this law is to expand the job opportunities that the Employment Service can make available to Viet-Nam-era veterans.

Business firms that are not affected by this directive can make a significant contribution to the Jobs for Veterans Program through voluntary support and implementation of the law's specifications.

Full details of the law can be obtained by contacting the nearest Employment Service or Regional Manpower Administration office.

Bulk Of American Renters Paid Between $50 And $150 In 1970

Gross monthly rent for the bulk of Americans who rent housing was between $50 and $150 when the 1970 census was taken.

A new Census Bureau report gives businessmen an idea of how the rental housing situation has changed in the three years since the decennial census.

Rents for about two-thirds of all renter households (14.8 million of the total of 22.3 million households) fell within the $50 to $150 range, the report shows. Another 1.4 million households paid less than $50 a month, and about 4.8 million paid $150 or more. Of this latter group, about 265,000 paid $300 or more.

No cash rent

Another category, households in which no cash rent is paid at all but the rent is usually some form of service or labor, numbered 1.3 million households. About 39 percent (511,000) of these no-cash-rent households were located in rural America. Only 12 percent of the total of all renter households were in rural areas when the census was taken.

Median gross rent (amount paid not only for the housing but for utilities as well) in the United States for all renter households was $108 at the time of the census. By regions, the median gross rent was $111 in the Northeast; $110 in the North Central States: $93 in the South; and $120 in the West (Pacific Coast and Rocky Mountain States).

The median gross rent paid varied more by metropolitan area. The highest median was found in the Stamford, Conn., Standard Metropolitan Statistical Area (SMSA) where the figure was $162 per month. Other SMSA's with gross median rent figures of $150 a month or more were Ann Arbor, Mich., ($160); San Jose, Calif., ($157); Norwalk, Conn., ($154); Las Vegas, Nev., ($151); and Anaheim-Santa Ana-Garden Grove, Calif., ($150).

Gross median rent was below $70 per month in the following SMSA's: Brownsville-Harlingen-San Benito, Tex., ($58); Fort Smith, Ark., ($67); Gadsden, Ala., ($62); Laredo, Texas, ($59); McAllen-Pharr-Edinburg, Texas, ($57); and Monroe, La., ($67).

The range of gross rent for black renters was below renters as a whole, the report shows. The rent range for the bulk of black households was between $40 and $99. Of 3.4 million renter households with a black household head, 2.0 million or 58 percent, fell within this range.

The data are contained in General Housing Characteristics HC-(1)-A1 and Detailed Housing Characteristics HC(1)-B1, United States Summary, of the 1970 Census of Housing. Single copies are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or from Commerce District Offices in major cities of the U.S.

—Census Bureau

New Construction Remained At High Level In February

The total value of new construction put in place in February 1973 was at a seasonally adjusted annual rate of $135.3 billion, the Census Bureau reported. This compares with the revised rate of $135.7 billion in January 1973, and $121.8 billion in February 1972.

The Bureau stated that for the three months ending February 1973, the seasonally adjusted annual rate of total new construction put in place amounted to $134.3 billion, 6 percent more than the annual rate for the prior three months, ending November 1972, and 13 percent more than the annual rate for the three months ending February 1972.

The value of new construction in February 1973, with no adjustment for seasonal variation, amounted to $9.1 billion. *—Census Bureau*

Henry O. Barbour
Vice President
Inter-Continental Hotels Corp.

Management Factors Are Key USTS Topic

Key management factors which executives must develop to meet the changing demands of government, business and industry, were detailed in an address by Henry O. Barbour, Vice President for Manpower Development of Inter-Continental Hotels Corp. at a luncheon meeting of United States Travel Service management personnel.

C. Langhorne Washburn, Assistant Secretary of Commerce for Tourism, introduced Barbour.

The modern manager employs a number of elements to insure success, Barbour stated. Some of the characteristics listed are:

He manages by objectives. He is risk oriented; he builds a team to insure success; he communicates better; he motivates his employees; he sees his business as a part of a greater whole; and he integrates his business to the total environment.

—United States Travel Service

Kansas City Foreign Trade Zone Seen Boosting Regional Growth

Kansas City, Mo., has become the second inland port of entry to be granted a Foreign-Trade Zone.

Secretary Dent, chairman of the Foreign-Trade Zones Board, has signed the grant, approving the application of Greater Kansas City Foreign-Trade Zone, Inc., for the establishment of a general-purpose foreign trade zone.

The zone will consist of two sites, a warehouse facility at 1500 Warren St., North Kansas City, Mo., and a storage facility at 7800 East Birmingham Rd., Kansas City, Mo.

It was requested to provide special Customs procedures for companies and individuals involved in international trade related activities and to help stimulate the economic development and growth of the Kansas City area.

The designation opens the vast heartland of the country to a huge new source of income and "it comes at a prime time," said Marshall V. Miller, secretary and general counsel of the Greater Kansas City Foreign Trade Zone, Inc.

"This new zone boosts an aggressive business community that is producing a renaissance in Kansas City with a $4 billion building boom—75 percent of which is privately funded," Miller continued.

Miller said that although 10 other foreign trade zones have been established since enabling legislation passed Congress in 1934, Kansas City's emergence as an international trade center is significant because "it is the first major site not connected to a deep-water port.

"It is also the largest trade zone in the continental United States, with 565,000 square feet of two zone sites," Miller continued, "and it is the first trade zone to be operated by private enterprise to avoid the red tape and bureaucratic problems."

A foreign-trade zone is an area under U.S. Customs supervision to which foreign merchandise may be brought without the immediate requirement of a formal Customs entry. The goods may be exhibited, stored, assembled, used in manufacture, or otherwise processed within the zone, and duties need not be paid until the goods enter U.S. Customs territory from the zone. Domestic goods moved into a zone for export are considered exported, for purposes of excise tax rebates, upon entering the zone.

Foreign-trade zone grants are issued under the Foreign-Trade Act of 1934 which empowers the Board—consisting of the Secretary of Commerce, as chairman, and the Secretaries of the Treasury and Army—to authorize qualified public and private corporations to establish zones in or near U.S. ports of entry.

With the Kansas City zone there are now 13 authorized foreign-trade zone sites in the nation, including Little Rock, Ark., which in October 1972 became the first inland port of entry to receive a grant. Merchandise with a combined value of some $200 million moves in and out of the zone each year with 15 to 20 percent of it re-exported.

The Kansas City application was filed last July and an Examiners Committee named by the Board, conducted a public hearing there in September 1972.

Second Quarter Aluminum Set-Asides Unchanged

The aluminum set-aside for defense orders for the second quarter 1973 will be 125 million pounds, the same as the first quarter 1973.

The second quarter set-aside represents about 4 percent of projected total industry shipments for the period.

The set-aside is established under the Defense Materials System to meet the estimated requirements of the Department of Defense, Atomic Energy Commission, National Aeronautics and Space Administration, and related defense programs. Defense orders are accorded priority.

Priority (Authorized Controlled Material) orders for aluminum must be accepted by suppliers unless they exceed the set-aside established for individual producers, or specific provisions of the DMS regulations and orders allow rejections. Letters of notification previously issued to individual producers of aluminum controlled materials will continue in effect without change.

Fresno, California Paces Farm Output

California's Fresno County topped all U.S. counties in value of farm products sold for the third straight Census of Agriculture, and seven other California counties were in the top ten, says a recently released Census Bureau report. The Census of Agriculture is taken every five years.

Weld County, Colorado, was in second place in the 1969 census after being ninth five years earlier. Kern County, California, was third in 1969 after ranking second in 1964. The dollar value of all farm products sold in 1969 in the three leading counties was: $379.2 million in Fresno; $317.1 million in Weld; and $304.9 million in Kern.

The remaining seven counties among the first 10 were: Imperial, Calif.; Maricopa, Ariz.; Tulare, Calif.; Riverside, Calif.; Stanislaus, Calif.; San Joaquin, Calif.; and Monterey, Calif. All told, 24 of the top 100 agricultural counties were in California; 16 in Iowa; 10 in Illinois, and 9 in Texas.

—Census Bureau

U.S. Travelers Logged 125 Billion Miles In First Half Of 1972

Americans don't take a back seat when it comes to traveling.

A Census Bureau survey shows approximately 30 percent of the population took a trip 100 miles or more away from home from January to June last year.

The report should bring good cheer to the travel services industries which use Censuses of Transportation in plotting future business development.

The spring portion of the National Travel Survey, part of the 1972 Census of Transportation, revealed that over 61 million people, living in 26 million households covered about 125 billion miles and spent more than half a billion nights away from home.

Americans took some 87 million trips by one or more persons from a household, or about 160 million individual trips, the report indicates. Someone in approximately 40 percent of all U.S. households took at least one trip but 70 percent of the people in the Nation did not take any trips beyond a 100-mile radius of home.

The average traveler, the survey report shows, went on three trips, was away from home approximately nine nights and covered more than 2,000 miles on these trips during the six months covered by the survey. The average trip involved two persons from the same household.

These household members were out of town six person-nights and covered 1,435 person-miles. The average trip for each individual traveler lasted about three nights and covered 786 miles. The average household in which people traveled generated three trips, about six person-trips, 20 person-nights away from home and 4,800 person-miles between January and June 1972.

Copies of "1972 Census of Transportation," TC72-N1, are for sale at the Government Printing Office, Washington, D.C., 20402, or from Commerce District Offices in major cities. The price is $1.25 per copy.

—Census Bureau

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints —the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

Corporate Capital Outflows Dipped By $3 Billion In '72

Recorded U.S. net corporate capital outflows amounted to $1.5 billion in 1972, about $3 billion less than in 1971, according to the Bureau of Economic Analysis.

The improvement resulted from a $1.4 billion decline in direct investment outflows, a $1.1 billion increase in corporate borrowing abroad, and a $0.4 billion favorable shift in other corporate claims.

Preliminary data, the Commerce agency reports, indicate that direct investment outflows totaled $3.3 billion in 1972, compared with $4.8 billion in 1971. The reduction may partly reflect the small increase in affiliates' plant and equipment spending (2 percent in 1972, compared with 14 percent in 1971).

Also, a portion of the large direct investment outflows in 1971 was probably associated with anticipation of the appreciation in many leading currencies against the dollar. Some of these funds may have been used for regular direct investment purposes in 1972, thus reducing the need for additional outflows from the United States.

—Bureau of Economic Analysis

Calendar For Businessmen

April 25-27—Seattle—Annual Assembly of the Radio Technical Commission for Marine Services.

April 23-May 11—Detroit—Institute for Minority Business Education Basic Training Course, sponsored by IMBE, Howard University, Washington, D. C.

April 30-May 5—New York—Second National Consumer Information Week, sponsored by the Council of Better Business Bureaus.

May 4 — Lowell, Mass. — Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. P. W. Cronin.

May 10—Rome-Utica, N.Y.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. D. J. Mitchell.

May 16—Joliet, Ill.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. G. M. O'Brien.

May 19 — Pascagoula, Miss. — Launching of the DELTA NORTE, by Avondale Shipyards for Delta Steamship Lines, sponsored by Mrs. Frederick B. Dent.

May 23-24 — Cleveland — Business Opportunity Federal Procurement Conference, sponsored by Cleveland Growth Association.

June 6-10—Grand Rapids, Mich.— National Economic Development Workshop, Consumer Fair and Minority Business Fair. For information, call Ulysses Champion. Phone: 616-452-1548.

June 8—Rockville, Md.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. Gilbert Gude.

June 19-23 — Chicago — National Association of Minority Contractors fourth annual convention, hosted by United Builders Asso- tion contact Sandra Dixon or ciation of Chicago. For informa- Dorothy Foster at 312-225-0600.

SCIENCE & TECHNOLOGY REPORT

- **Polyurethane roofing guidelines established for builders**
- **Research reports now available via computerized service**
- **Patents of special interest**

Skywave Radar Seen Boon To Forecasts

Significant progress has been made in the development of a radar system that is capable of scanning the ocean over an area of hundreds of miles. It promises to be highly important in forecasting weather and sea conditions and in locating and tracking ships and small craft in distress.

This is skywave radar, which has successfully observed sea conditions over a vast range of ocean in experiments conducted from shore-based antennas on San Clemente Island, off southern California, by Commerce's National Oceanic and Atmospheric Administration (NOAA). The use of skywave radar for this purpose has been under development since 1967.

Other organizations have been experimenting with this application of skywave radar, including the Naval Research Laboratories and the Stanford Research Institute.

Development of the radar system to a point where it could become operational appears to be several years away. NOAA scientists explain that the next step, after the present research stage is completed, would be the production of a prototype site from which data would be collected for a couple of years. This data would furnish a basis for working out an operational pattern.

Listening to echoes

The more familiar types of radar send out signals along a line of sight, and then "listen" to the echoes returned from objects along the path of the radio signals.

Skywave radar, however, beams high-frequency radio signals toward the ionosphere, the electrically-charged region of the upper atmosphere, which reflects the signals earthward at great distances from the radar. Echoes, or backscatter, returning to the transmission site over the same path can be used to infer the ocean wave heights, lengths, and direction of travel.

Dr. Donald E. Barrick, an electronics engineer with the Wave Propagation Laboratory, one of NOAA's Environmental Research Laboratories at Boulder, Colorado, says that the skywave radar technique appears to be an ideal method for sensing sea and other oceanic conditions over tracts of water reaching to great distances from land.

For example, he explains that a skywave radar site established in Kentucky could observe the ocean's surface behavior along the entire

Atlantic coast and some 1,200 nautical miles out to sea in virtually the actual time in which the behavior occurred.

The radar-scanning technique would be helpful in predicting destructive wave action along the coasts, and would permit routine computations of average wind conditions over the scanned areas.

"Such knowledge of sea conditions," Barrick says, "could provide quite accurate information for preparing predictions concerning where and when these high waves would reach other areas, and in particular improve warnings to coastal areas and ships likely to be damaged by the waves."

Since ocean waves usually are produced by winds, a knowledge of wave heights and directions could be used to infer the average wind conditions near the surface for the preceding six to 24-hour period.

Such information would be useful to ocean and coastal weather forecasters and to scientists developing global atmospheric weather prediction models and related research.

Great potential

"Skywave radar's high-frequency system," Barrick points out, "has great potential for communication and life-saving operations with ships and personnel in the scanned area. Ships within radar range could be informed of sea conditions ahead of them by the same high-frequency transmitter used for monitoring sea conditions."

He adds that small craft or lifeboats equipped with low-power, high-frequency beacons could be located and tracked, as well as ships in distress within the radar's range.

Barrick comments that reports of sea conditions radioed by ships along major sea routes, now the primary reliance for knowledge of sea conditions, "are only 'eyeball' estimates made from the bridge of the ship and consequently are not too accurate. And there are always vast expanses of ocean outside the major great circle routes from which virtually no sea-wind conditions are reported.

"For these reasons, the use of shore-based, high-frequency radars could do much to solve the problem of wide-area monitoring of the seas."

NOAA scientists explain, however, that the skywave radar technique would be unable to detect a tsunami, or tidal-wave, far out to sea because these waves, generated by earthquakes or volcanic action, move only a foot or two above the surface far out from shore and extend over vast distances.

Barrick notes that the problem in perfecting the skywave radar technique is establishing and verifying the relationship between the radar-derived wave height spectrum, that is, the proportion of waves of a certain height that have a given length and direction of travel, and the actual ocean wave height spectrum.

To measure the ocean wave heights directly by radar, scientists must sweep the radar frequency

SKYWAVE RADAR—*This high frequency steerable, narrow beam receiving antenna array facility is one of the most flexible and versatile systems for use in the study of high frequency propagation and ionospheric radar systems problems. It is part of skywave radar experiments expected to assist future weather forecasting.*

over the medium and lower high-frequency regions so that the long wavelength end of the ocean wave spectrum is observed.

However, this frequency region is not well matched to the radar's ionospheric propagation channel. Instead Barrick plans to make use of the upper high-frequency region which gives greater ionospheric radar area coverage with less signal loss.

"While the ionosphere permits us to monitor the seas at great distances, it also injects complications and limitations. These problems must be understood in order to operate such a system effectively."

The principal problem involving the ionosphere, NOAA scientists explain, is the selection of the best frequency required to transmit to a given range as the ionosphere undergoes its daily and seasonal cycles.

Varying patterns

The ionosphere does not reflect radio waves like a mirror. Instead, it returns the waves to the earth's surface in varying patterns and intensities, indicating the presence of waves, ripples, and other ionospheric motions.

The ionosphere is also extremely responsive to solar activity. Solar flares and the bursts of x-radiation they emit cause sudden ionospheric disturbances which in turn strongly absorb and weaken the medium and high-frequency radio signals. This causes fadeouts, lasting for 30 minutes or less, which can muffle the channels over the entire daylight side of the earth.

To transmit, Barrick uses a "backscatter ionogram," made by bouncing radio waves of different frequencies off the ionosphere in order to find the maximum usable frequency for the desired transmission range.

Since sea conditions do not change very much over a six-hour period, scientists feel that they can afford to wait until the skywave signal would become clearer.

—NOAA

Polyurethane Roofing Guidelines Established For Building Industry

Guidelines are now available for the building industry and consumers on the selection and use of foamed-in-place polyurethane roofing materials, a type of roofing which is increasing at a rapid rate in the U.S.

Until the recent publication of "Guidelines for Selection of and Use of Foam Polyurethane Roofing Systems" by Commerce's National Bureau of Standards, there was little unbiased information available. The guidelines have been developed by William C. Cullen and Dr. Walter J. Rossiter, Jr., of Standards' Center for Building Technology.

The two men surveyed the state of the art of polyurethane roofing technology in a study sponsored by the Naval Facilities Engineering Command, U.S. Navy; the Directorate of Civil Engineering, U.S. Air Force; and the Office of the Chief of Engineers, U.S. Army.

Nearly a hundred roofs in actual use were inspected in many areas of the country from the relatively mild climate of California to that of northern Alaska in the course of the survey.

Hailstone experiment

Leading roofing contractors, including spray foam applicators, were interviewed to learn their experiences and opinions on the application and performance of urethane roofing systems. Opinions of owners and users were also solicited. Opinions obtained ranged from housewives to plant engineers responsible for urethane roofing system several acres in area.

Data concerning the effect of hailstones on polyurethane roofing were supplied from previous experiments at the National Bureau of Standards in which simulated hailstones were shot by a compressed air gun onto various test samples of urethane roofing material.

Heretofore, the complexity of rigid urethane foams and coating systems and the lack of data about performance, durability and long-term weatherability were major constraints in developing adequate material specifications for urethane foams and protective coatings.

The National Bureau of Standards investigators developed a "performance approach" to define acceptable service, rather than set limiting values for specific properties.

The performance approach establishes acceptable performance levels for the complete foam urethane and protective coating system and is based on the best information available.

—National Bureau of Standards

Research Reports Now Available Via A New Computerized Service

Reports on 400,000 Government research projects are now available to the public from one source through a cooperative computer service sponsored by Commerce's National Technical Information Service (NTIS) and the Smithsonian Science Information Exchange (SSIE).

Searches may be conducted simultaneously and the results combined in one package for NTIS customers. In other words, a single search provides research abstracts from the information files of both agencies.

This search package, priced at $85 for the first 125 abstracts, gives the search user a $15 saving over the cost of two separate searches formerly required to cover both information bases. Users are charged 25 cents for each abstract over the initial 125.

Further information may be obtained from NTIS, Port Royal Rd., Springfield, Va. The NTIS/SSIE Search telephone number is 703/321-8523. *—NTIS*

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Hydraulic control system for an automatic transmission. In a hydraulic control system for the automatic transmission of a vehicle, an arrangement is provided for controlling the supply and release of pressurized oil to a first hydraulic servo for operating the vehicle under high speed conditions and to a second hydraulic servo for operating the vehicle under low speed conditions. The hydraulic control system includes oil passages connected to the first and second hydraulic servos, a speed-change valve, a timing valve and a manual valve. Based on a signal determined by the running speed of the vehicle the speed-change valve controls the flow of pressurized oil to the first hydraulic servo. The timing valve is in communication with both the first and second hydraulic servos and opens and closes flow to the second hydraulic servo. The timing valve includes a valve housing which forms separate oil chambers and a valve body which is displaceable within the housing for controlling the flow of oil. The manual valve has a number of positions for selecting the desired speed condition of the vehicle and the oil passages provide communication between the manual valve and the timing valve. Ordinarily, when operating under high speed conditions and the pressurized oil supplied to the first servo drops below a predetermined value corresponding to the engine output of the vehicle, the valve body is displaced so that pressurized oil is supplied to the second hydraulic servo through one of the oil chambers in the timing valve. However, if the valve body becomes stuck the usual supply of pressurized oil cannot be directed to the second servo and to assure that proper low speed conditions are provided, pressurized oil is supplied to the timing valve through the manual valve and then is conveyed through the proper oil chamber and oil passage to the second hydraulic servo. Patent 3,719,108 issued to Ichio Sakai, Aichi-ken, Japan and assigned to Toyota Jidosha Kogyo Kabushiki Kaisha, Toyota-shi, Aichi-ken, Japan.

Internal combustion engine. An improved internal combustion engine consists of a unitary crank case having a cavity cast at the middle of its length to house the timing drive and a drive to auxiliary equipment. The cavity has openings and the auxiliary equipment is mounted on load bearing covers which close these openings. Patent 3,719,178 issued to William F. Stewart, Peterborough, England, and assigned to Perkins Engines Ltd., London.

Cleaning system. A single service cleaning system utilizes a motive tank within a rinse water tank. Pipe lines interconnect the tanks with each other and with the tank or product-pipeline to be cleaned, a supply pump being used to pump liquid under control of a burst valve to the tank lines to be cleaned, with a motive pump pumping motive fluid from the motive tank through an educator to draw returned liquid from the tank to be cleaned for return into the motive tank and/or for discharge through a drain line. Steam may be admitted to the system prior to the liquid entering both pumps for raising the temperature of the water in the system. Chemicals may be selectively introduced into the feed line leading to the tank or product-pipeline to be cleaned and various valves control the flow for different cleaning cycles. There is also an air supply for flowing liquid out to evacuate the feed line. Patent 3,719,191 issued to Robert D. Zimmerly, Kenosha, Wisc., and assigned to Ladish Co., Cudahy, Wis.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., 20402.

Science Calendar

April 23-26 — Washington, D.C. — Sheraton Park Hotel. American Physical Society. Contact: K. G. Kessler, 921-2001, or W. R. Tilley, 921-2493.

May 6-11—Hartford, Conn. — Annual meeting of the National Conference of States on Building Codes and Standards. Contact: NCSBCS Secretariat, Center for Building Technology, NBS, Washington, D.C., 20234.

May 8-9—Gaithersburg, Md.—National Bureau of Standards. Color & Appearance Symposium. Contact: T. W. Lashof, 921-2983.

May 21-23 — Cleveland, Ohio — Sheraton-Cleveland Hotel. 28th annual Technical Conference. Sponsored by American Society for Quality Control.

May 25-27—Washington, D. C.— Business and Trade Exposition, sponsored by Washington Economic Union and the Assoc. of Technical Assistance Agencies.

June 5-6-7—Montreal — Sheraton-Mt. Royal Hotel. "Pollution Control in the Marine Industries" conference. Sponsored by International Association for Pollution Control, Suite 303, 4733 Bethesda Ave., N.W., Washington, D.C., 20014.

June 8-10—Redwood Falls, Minn.— Minnesota Inventors Congress. Information: Minnesota Inventors Congress, P.O. Box 71, Redwood Falls, Minn., 56283.

INTERNATIONAL COMMERCE REPORT

- Table compares values of dollar, other currencies
- Washington Official Trade Briefs
- Commerce, State Departments in Far East conferences
- Economic reports from France, Gabon, Honduras
- Calendar for world traders
- Schedule of upcoming overseas trade promotions

States Step Up Business Promotion Abroad

The international departments of State economic development agencies throughout the country are having a busy spring season, as they step up their activities promoting trade and investment.

Thirty-six States expect to participate in two "Invest in U.S.A." conferences in Japan in May and June. In addition, some are sending business missions abroad. More expect to establish promotion offices overseas.

Seminar participation

The "Invest in U.S.A." conferences, one in Tokyo May 29-30 and the other in Osaka June 5-6, are being planned by the U.S. Department of Commerce and the National Association of State Development Agencies. In Tokyo, sponsors include Keidanren (Federation of Economic Organizations), Jetro (Japanese External Trade Organization), Tokyo Chamber of Commerce and Industry, and the Japan Foreign Trade Council. For the Osaka conference, the Chambers of Commerce and Industry of Osaka, Kobe, Kyoto, and Nagoya will be joint sponsors. At both seminars, Japanese industrialists will hear presentations—by officials of the Department of Commerce and of the State industrial development agencies—on subjects pertaining to direct capital investments in the United States.

Each State will have its own desk, manned by its own representatives, providing information on the advantages of investing in its particular area. Almost 150 participants from the States are expected to be on hand.

Jack Cawthorne, executive director of the States' association, points out that "since the recent dollar devaluations, the foreign investor can get a better bargain by locating in the United States." He says that a number of States have reported a substantial increase in the past 12 months in inquiries from abroad.

Missions widespread

As for trade missions, State development agencies have been using this promotion tool for years—often through the Commerce Department's industry-organized Government-approved missions program. Brisk activity worldwide is underway for the first-half '73 season:

Governor Linwood Holton of Virginia has just been leading such a mission—an industrial development group—into France and England. Louisiana has a reverse investment mission in France now and is planning an oil-field equipment selling tour to South Amer-

ica in June. The same month, Texas expects to send a group to Vienna and Moscow; Mississippi, to Japan, Hong Kong, and Singapore. One from Michigan returned last month from Moscow and Warsaw, and one from Illinois is now back from Europe.

A survey late last year by the U.S. Chamber of Commerce shows that about four-fifths of the States already offer—or are planning for the immediate future—various international trade and/or investment development services. And according to a recent study by the Connecticut Development Commission, about a third of the States now publish export directories.

Toward more offices abroad

As a further thrust in promoting the sale of their products abroad and in attracting investment from overseas, four States — Illinois, Michigan, New York, and Virginia —have established development offices in Brussels. Four upper midwest States are planning to open a joint regional office in Europe soon. Alaska, Michigan, South Carolina, and Washington now have representatives in Tokyo, and Illinois in Hong Kong. States looking toward establishing promotional offices overseas in the near future are Arkansas, California, Georgia, Pennsylvania, and Texas. The latter already has a representative in Mexico City.

All of the State development agencies are "associate" offices of the Commerce Department. Under this mutual agreement, each "associate" office makes the Department's information and services readily available at the State level, and serves as a first-hand source for the Department on business conditions and trends in the area.

"In the past couple of years," says Cawthorne, "we have been able to coordinate our program so that we are now able to give both U.S. and overseas businessmen more effective trade and investment assistance."

Major U.S. Sales Part Of Algeria LNG Project

Eximbank has announced the signing of a loan agreement that will support a $350 million dollar sale of U.S. equipment and services for a liquefied natural gas (LNG) project in Algeria.

Under the agreement, concluded with the Algerian state oil and gas enterprise SONATRACH, Eximbank will extend a direct loan of $157,410,000 to finance 45 percent of the project costs and provide guarantees of loans for an equal amount arranged by a consortium of commercial banks. SONATRACH will make a cash payment of 10 percent, or $34,980,000, to cover the U.S. costs.

Local cost loans totaling $52,470,000 will also be backed by Eximbank's guarantee. SONATRACH has also raised a further $190 million in the international market for the project.

The facilities in Algeria would be part of a global project which would also involve a fleet of nine LNG tankers and LNG receiving and processing facilities in the U.S. SONATRACH would produce about 1 billion cubic feet per day of LNG which would be sold under a 25-year contract to El Paso Algeria Corp., a subsidiary of El Paso Natural Gas Co. of Houston, Texas. El Paso would sell the LNG to three U.S. gas transmission firms.

The facilities in Algeria, which include gas gathering and processing in the Hassi R'Mel gas field, a 315-mile-long, 40-inch diameter gas pipeline, and the liquefaction plant, are the only part of the global project for which Eximbank financing will be used.

Chemical Construction Corp. of New York will be the general contractor for the construction of the liquefaction plant and ancillary facilities which would be located at Arzew, a port in western Algeria. Procon Inc., Des Plaines, Ill., will be the consulting engineer.

Subsidiaries of El Paso Natural Gas Co. will be responsible for providing the LNG tankers. Bechtel Inc. has provided and will continue to provide general coordinating services for the overall project which will cost an estimated $1.9 billion.

Moscow Embassy Commercial Unit Expands Services

The United States has moved its commercial office in Moscow to a more accessible location in the U.S. Embassy, and has expanded the services available to U.S. businessmen.

On March 28, the U.S. Commercial Counselor's office was moved to larger facilities on the ground floor of the Embassy. This is a temporary move until permanent quarters in a separate building can be secured, probably later this year. There an expanded office staff will be better able to provide maximum assistance to the growing number of U.S. businessmen engaging in commercial transactions with the USSR.

Some improvements have been added to the current facilities. Copying services, telex and telephone, typewriters, reference materials and working space are available to U.S. business visitors, and a listing of Soviet officials concerned with foreign trade is maintained.

The establishment of permanent facilities for the U.S. Commercial Counselor's office in Moscow will follow the establishment last month of a new USSR Commercial Counselor's office in the United States, located at 1521 16th St., N.W., Washington, D.C., 20009. Both are the result of a reciprocal agreement reached in connection with last October's U.S.-USSR trade negotiations.

Reciprocal Value Of Dollar, Other Currencies Tabulated

What is the value of the dollar in terms of major foreign currencies, the value of such currencies in terms of dollars, and their values in relation to each other? The accompanying handy table offers answers at a glance.

The table, prepared by Paul A. Mayer of the Bureau of International Commerce's Office of International Marketing, also shows the effects of recent changes in currency values. There are figures for the beginning of 1973 (black on white), to be compared with the post-change figures for the first week in April (black on color tone).

How to use table

The table can be used to answer the following questions:

1. How many foreign currency units will one dollar buy? Example: $1 will buy 40 Belgian francs (Bfrs); see line 1, column c.

2. How many dollars can be bought for 100 currency units of a given foreign country or, respectively, for 1 British pound or for 1,000 Italian lire or 1,000 Japanese yen? Example: For 100 Belgian francs, you can buy $2.50; see line 3, column a.

3. How many currency units of a listed country will 100 currency units of another country or, respectively, £1 or 1,000 lire or 1,000 yen, buy? Example: 100 Belgian francs will buy 11.30 French francs or 7.20 German marks or 53 Austrian schillings; see line 3, columns e, f, and b.

4. How many currency units of a listed country will buy 100 currency units of another country or, respectively, £1 or 1,000 yen? Example: To buy 100 French francs, you have to spend 880 Belgian francs (line 5, column c); to buy 100 German marks, you have to spend 1,415 Belgian francs (line 6, column c); and to buy 100 Austrian schillings, you have to spend 195 Belgian francs (line 2, column c).

Suppose a U.S. businessman at the end of a visit to Belgium has a 1000 Belgian franc bill left in his wallet. Looking at line 3 ("Belgium") of the table, he finds that he can get $25 for that bill (column a); if he travels from Belgium to Germany, he need not change his Belgian money first back into dollars and then into German currency—he can change it directly into 72 German marks (column f); and should he travel from Belgium to France, he can change his 1,000 Belgian francs directly into 113 French francs (column e).

Some figures are rounded off, with a maximum inaccuracy of 5 percent. The table is intended to serve merely as a rough desk tool. For close financial calculation, up-to-the-minute information should be obtained from banks or other financial institutions specializing in foreign exchange.

Country	Currency Units	Value in	a $	b S	c Bfrs	d Dkr	e Ffrs	f DM	g £	h Lt	i Y	j Hfl	k Esc	l Pts	m Skr	n Sfrs
1. United States	Dollars ($)			23	44	7	5	3.15	0.40	580	305	3.15	27	63	5	4
				21	40	6	4.50	2.85	0.40	580	265	2.95	25	56	4.50	3.25
2. Austria	Schillings		4.40		195	31	22	14	1.80	2,600	1,340	14	120	280	22	18
			4.85		195	34	22	14	1.90	2,800	1,285	14	120	270	22	16
3. Belgium	Belgian Francs[1]		2.28	52		16	11.40	7	0.90	1,300	700	7	60	145	11	9
			2.50	53		17	11.30	7.20	1	1,450	663	7.35	63	140	11.25	8.10
4. Denmark	Danish Kroner		14.35	330	630		72	45	5.90	8,300	4,375	46	385	910	71	57
			16.20	340	645		73	46	6.50	9,400	4,300	48	405	907	73	53
5. France	French Francs		20	460	880	140		63	8	11,600	6,100	63	540	1,260	100	80
			22	460	880	132		62.75	8.80	12,750	5,830	65	550	1,235	100	71.50
6. Germany	Deutsche Mark		31.70	730	1,400	220	160		13	18,900	9,666	100	850	2,000	157	120
			35.40	740	1,415	215	160		14.10	20,500	9,380	104	885	1,990	159	115
7. Great Britain	Pounds (£)[2]		2.44	56	107	17	12	7.70		1,420	740	7.70	66	155	11	10
			2.48	52	100	15	11	7		1,430	660	7.30	62	144	11	8
8. Italy	Lire (Lt)		1.72	40	76	12	8.60	5.50	0.70		525	5.45	46	110	8.60	7
			1.70	36	68	10	7.75	4.85	0.70		450	4.90	43	95	8	5.75
9. Japan	Yen (Y)		3.28	75	145	23	16.50	10.30	1.30	190		10.30	90	206	16.50	13
			3.78	79	150	23	17	10.75	1.50	215		11.15	94	211	17	12.30
10. Netherlands	Holl. Florins		31.50	750	1,385	220	160	100	12.60	18,900	9,600		850	2,000	157	120
			34	715	1,360	205	155	97	13.60	19,750	9,100		850	1,905	153	110
11. Portugal	Escudos		3.75	90	170	26	20	12	1.60	2,200	1,140	12		240	20	15
			4	84	160	24	18	11.50	1.60	2,300	1,060	12		225	18	13
12. Spain	Pesetas		1.59	37	70	10	8	5	0.70	950	485	5.50	43		8	6.50
			1.80	38	72	11	8	5	0.70	1,040	480	5.30	45		8	5.90
13. Sweden	Swedish Kronor		21.10	490	940	145	105	66	8.60	12,250	6,430	68	570	1,350		85
			22.30	470	890	135	100	64	8.90	12,900	5,910	66	560	1,250		72.50
14. Switzerland	Swiss Francs[3]		27	620	1,180	190	135	85	10	15,600	8,230	85	725	1,700	135	
			31.30	655	1,250	190	140	89	12.50	18,000	8,290	92	780	1,750	140	

[1] Used in Luxembourg. [2] Used also in Ireland. [3] Used also in Liechtenstein.

Reciprocal Value Of Dollar, Other Currencies Tabulated

What is the value of the dollar in terms of major foreign currencies, the value of such currencies in terms of dollars, and their values in relation to each other? The accompanying handy table offers answers at a glance.

The table, prepared by Paul A. Mayer of the Bureau of International Commerce's Office of International Marketing, also shows the effects of recent changes in currency values. There are figures for the beginning of 1973 (black on white), to be compared with the post-change figures for the first week in April (black on color tone).

How to use table

The table can be used to answer the following questions:

1. How many foreign currency units will one dollar buy? Example: $1 will buy 40 Belgian francs (Bfrs); see line 1, column c.

2. How many dollars can be bought for 100 currency units of a given foreign country or, respectively, for 1 British pound or for 1,000 Italian lire or 1,000 Japanese yen? Example: For 100 Belgian francs, you can buy $2.50; see line 3, column a.

3. How many currency units of a listed country will 100 currency units of another country or, respectively, £1 or 1,000 lire or 1,000 yen, buy? Example: 100 Belgian francs will buy 11.30 French francs or 7.20 German marks or 53 Austrian schillings; see line 3, columns e, f, and b.

4. How many currency units of a listed country will buy 100 currency units of another country or, respectively, £1 or 1,000 yen? Example: To buy 100 French francs, you have to spend 880 Belgian francs (line 5, column c); to buy 100 German marks, you have to spend 1,415 Belgian francs (line 6, column c); and to buy 100 Austrian schillings, you have to spend 195 Belgian francs (line 2, column c).

Suppose a U.S. businessman at the end of a visit to Belgium has a 1000 Belgian franc bill left in his wallet. Looking at line 3 ("Belgium") of the table, he finds that he can get $25 for that bill (column a); if he travels from Belgium to Germany, he need not change his Belgian money first back into dollars and then into German currency—he can change it directly into 72 German marks (column f); and should he travel from Belgium to France, he can change his 1,000 Belgian francs directly into 113 French francs (column e).

Some figures are rounded off, with a maximum inaccuracy of 5 percent. The table is intended to serve merely as a rough desk tool. For close financial calculation, up-to-the-minute information should be obtained from banks or other financial institutions specializing in foreign exchange.

Country	Currency Units	Value in	a $	b S	c Bfrs	d Dkr	e Ffrs	f DM	g £	h Lt	i ¥	j Hfl	k Esc	l Pts	m Skr	n Sfrs
1. United States	Dollars ($)	$ 1		23	44	7	5	3.15	0.40	580	305	3.15	27	63	5	4
				21	40	6	4.50	2.85	0.40	580	265	2.95	25	56	4.50	3.25
2. Austria	Schillings	$ 100	4.40		195	31	22	14	1.80	2,600	1,340	14	120	280	22	18
			4.85		195	34	22	14	1.90	2,800	1,285	14	120	270	22	16
3. Belgium	Belgian Francs[1]	Bfrs .. 100	2.28	52		16	11.40	7	0.90	1,300	700	7	60	145	11	9
			2.50	53		17	11.30	7.20	1	1,450	663	7.35	63	140	11.25	8.10
4. Denmark	Danish Kroner	Dkr .. 100	14.35	330	630		72	45	5.90	8,300	4,375	46	385	910	71	57
			16.20	340	645		73	46	6.50	9,400	4,300	48	405	907	73	53
5. France	French Francs	Ffrs .. 100	20	460	880	140		63	8	11,600	6,100	63	540	1,260	100	80
			22	460	880	132		62.75	8.80	12,750	5,830	65	550	1,235	100	71.50
6. Germany	Deutsche Mark	DM .. 100	31.70	730	1,400	220	160		13	18,900	9,666	100	850	2,000	157	120
			35.40	740	1,415	215	160		14.10	20,500	9,380	104	885	1,990	159	115
7. Great Britain	Pounds (£)[2]	£ 1	2.44	56	107	17	12	7.70		1,420	740	7.70	66	155	11	10
			2.48	52	100	15	11	7		1,430	660	7.30	62	144	11	8
8. Italy	Lire (Lt)	Lt .. 1,000	1.72	40	76	12	8.60	5.50	0.70		525	5.45	46	110	8.60	7
			1.70	36	68	10	7.75	4.85	0.70		450	4.90	43	95	8	5.75
9. Japan	Yen (Y)	Y .. 1,000	3.28	75	145	23	16.50	10.30	1.30	190		10.30	90	206	16.50	13
			3.78	79	150	23	17	10.75	1.50	215		11.15	94	211	17	12.30
10. Netherlands	Holl. Florins	Hfl .. 100	31.50	750	1,385	220	160	100	12.60	18,900	9,600		850	2,000	157	120
			34	715	1,360	205	155	97	13.60	19,750	9,100		850	1,905	153	110
11. Portugal	Escudos	Esc .. 100	3.75	90	170	26	20	12	1.60	2,200	1,140	12		240	20	15
			4	84	160	24	18	11.50	1.60	2,300	1,060	12		225	18	13
12. Spain	Pesetas	Pts .. 100	1.59	37	70	10	8	5	0.70	950	485	5.50	43		8	6.50
			1.80	38	72	11	8	5	0.70	1,040	480	5.30	45		8	5.90
13. Sweden	Swedish Kronor	Skr .. 100	21.10	490	940	145	105	66	8.60	12,250	6,430	68	570	1,350		85
			22.30	470	890	135	100	64	8.90	12,900	5,910	66	560	1,250		72.50
14. Switzerland	Swiss Francs[3]	Sfrs .. 100	27	620	1,180	190	135	85	10	15,600	8,230	85	725	1,700	135	
			31.30	655	1,250	190	140	89	12.50	18,000	8,290	92	780	1,750	140	

[1] Used in Luxembourg. [2] Used also in Ireland. [3] Used also in Liechtenstein.

Washington's

Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

Administration Trade Bill: On April 10, President Nixon sent to the Congress "The Trade Reform Act of 1973" (see pages 4-8 of this issue of *Commerce Today*).

Report to the Congress: As required by the International Economic Policy Act of 1972, President Nixon on March 22 sent to the Congress the first annual International Economic Report of the President. The 94-page report describes and analyzes U.S. trade and monetary policies and discusses East-West trade, international investment, assistance to less developed countries, and the impact of the country's growing need for oil.

Increased Oil Imports: On March 23, President Nixon signed a proclamation which liberalized restrictions on oil imports by removing the ceiling on the volume of imports that may be approved by the Oil Import Appeals board.

CONGRESS

Committee Action: The Subcommittee on International Trade of the House Committee on Banking and Currency held hearings March 21-23 on H.R. 5769, to amend the Export Administration Act of 1969, to protect the domestic economy from the excessive drain of scarce materials and commodities and to reduce the serious inflationary impact of abnormal foreign demand.

New Legislation: Since the opening of the 93rd Congress, some 218 trade and related bills have been introduced. Legislation not previously reported in the Official Trade Briefs column includes: S. 1033, to amend the Export Administration Act of 1969, as amended, to control the export of timber from the U.S.; S. 1310, to provide for control of meat prices through limitation on export of meat products from the U.S.; H.R. 5332, to amend section 252 of the Trade Expansion Act of 1962 to provide that the President shall impose reciprocal import restrictions whenever such action is necessary or appropriate to obtain removal of foreign nonduty trade restrictions which are substantially curtailing U.S. exports.

In addition, H.R. 5700, to prohibit transportation and sale in interstate commerce and import into the United States of noxious aquatic plants; H.R. 5702, to repeal the statutory authority to impose quotas on certain imported meat and meat products; H.R. 5742, relating to the dutiable status of fresh, chilled or frozen cattle meat and fresh, chilled or frozen meat of goats and sheep (except lamb); H.R. 5755, to suspend imports of liquefied natural gas and construction of new storage facilities for such gas until the hazards associated with marine transportation of such gas are thoroughly evaluated and other actions are taken to prevent or minimize such hazards; H.R. 5769, to amend the Export Administration Act of 1969, to protect the domestic economy from the excessive drain of scarce materials and commodities and to reduce the serious inflationary impact of abnormal foreign demand.

Also, H.R. 6097, to amend the Tariff Schedules of the U.S. (TSUS) in order to suspend temporarily the duties on certain fresh, chilled, or frozen meats; H.R. 6191, to amend the TSUS to provide that certain forms of zinc be admitted free of duty; H.R. 6270, to amend the provisions of the Tariff Act of 1930 relating to the marketing of imported articles in order to clarify the meaning of "ultimate purchaser" in the case of certain articles imported for processing; H.R. 6394, to suspend the duty on caprolactam monomer in water solution through 12/31/73; H.R. 6402, to prohibit export of grain from the U.S. whenever the supply is not sufficient to meet domestic needs.

TARIFF COMMISSION

Investigation on Cheeses: At the request of the President, the Tariff Commission on March 9 instituted an investigation under Section 22 of the Agricultural Adjustment Act, as amended, with respect to imports of certain cheeses and substitutes for cheese. The purpose of the investigation is to determine whether each of the current annual quota quantities for imports of cheeses, and for each of the supplying countries wherever applicable, may be increased by 50 percent for the 1973 calendar year without rendering or tending to render ineffective, or materially interfering with, the price support program now conducted by the Department of Agriculture for milk, or reducing substantially the amount of products processed in the United States from domestic milk. The effect of this increase would be to allow the importation of additional quantities of cheese of not more than 63,894,799 pounds, to be entered during a temporary period ending July 31, 1973.

Adjustment Assistance—Firms: on March 27, the Tariff Commission reported an evenly divided decision in the investigation of alleged injury from increased im-

ports of **footwear for women and children** to the Consolidated National Shoe Corp., Norwood, Mass., and its workers. Chairman Bedell, Vice Chairman Parker, and Commissioner Moore found in the affirmative. Commissioners Leonard, Young, and Ablonde found in the negative. In the case of an evenly divided decision, the President may consider the finding of either group as that of the Commission.

In other action, the Commission has opened an investigation to determine if the Gold Star Hat and Cap Co., Inc., New York, and its workers are sustaining injury from increased imports of **non-knit cotton headwear.**

Adjustment Assistance—Workers: The Tariff Commission has concluded eight investigations on behalf of worker groups alleging import injury. The Commission found that the criteria establishing eligibility for adjustment assistance were not met in the following cases: Hammond Shoe Corp., Worcester, Mass., and the Webster, Mass., and North Grosvenordale, Conn., plants of the Bates Shoe Division, Wolverine Worldwide, Inc. **(footwear for men and boys);** Imperial Cotton Mills, Eatonton, Ga. **(carded cotton yarns and fabrics);** Lynch Corp., Lowell, Mass. **(radio-phonograph and radio-phonograph tape player combinations);** and Chase Brass and Copper Co., Inc., Solon, O. **(electrical contact points).**

In two other investigations, only some of the workers in each of the petitioning groups were found eligible to apply for adjustment assistance. Workers who produced **radio receivers** and **radio-phonograph combinations** at the Melroy, Pa., plant of Fisher Electronics, Inc., are eligible while those workers producing **loudspeaker systems** are not. Workers who produced **radio receivers** and **radio-phonograph combinations** at certain plants of the Zenith Radio Corp., Chicago, meet the requirements while those producing **television receivers** and **phonographs** do not qualify.

The vote of the Commission was evenly divided on the eligibility of workers at the Consolidated National Shoe Corp., Norwood, Mass., to apply for adjustment assistance (see above). The Commission has opened investigations into the effects of imports on six petitioning groups of workers from the following plants: TMA Co., Wheeling, Ill. **(television receivers and radio--television-phonograph combinations);** H. H. Scott, Inc., Maynard, Mass. **(loudspeakers and amplifiers, solid-state radio receivers,** and **radio-phonograph combinations);** Gold Star Hat and Cap Co., Inc., New York, **(non-knit cotton headwear);** Freeport, Me., plant of the Kayser-Roth Shoes Division, Kayser-Roth Corp. **(footwear for men and women);** I. Jablow & Co., Inc., Philadelphia, **(boys' dress and sport shirts, knit and non-knit, with chief value of cotton or manmade fibers);** and BGS Shoe Corp., Manchester, N.H. **(footwear for women).**

Dumping Cases: The Tariff Commission has concluded two investigations of articles previously determined by the Treasury Department to be sold at less-than-fair value (LTFV). In its decisions, the Commission notified the Secretary of the Treasury that U.S. industries are not sustaining injury by reason of LTFV imports of **collapsible baby strollers** from Japan and **manual hoists** from Luxembourg.

Customs Valuation Study: The Senate Committee on Finance has authorized release of a report on customs valuation prepared by the Tariff Commission at the request of the Committee and its Subcommittee on International Trade. The Commission unanimously suggests an international customs valuation system with a primary standard of transaction value (the price paid or payable in an arm's length sale), and with subordinate standards designed to achieve the equivalent of the transaction value. However, the Commissioners differ with respect to the place at which the value of imports should be determined. Four Commissioners suggest the f.o.b. (port of exportation) concept while two endorse the c.i.f. (port of importation) concept, which adds the cost of insurance and freight between borders to the f.o.b. value. Most countries use c.i.f. standards; the United States, Australia, Canada, and a few other countries use f.o.b.

The Commissioners point out that, regardless of the customs valuation system adopted, there is a need to publish import statistics on both c.i.f. and f.o.b. bases to meet the reporting requirements of different international organizations and to facilitate balance-of-payments and other types of economic analysis. The report is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. (Stock No. 5270-01746, $3.70 postpaid, $3.25 GPO Bookstore).

OTHER AGENCIES

Treasury—Countervailing Duty Order: On March 28, the Treasury Department issued a countervailing duty order upon imports of refrigerators, freezers, other refrigerating equipment and parts thereof from Italy. The new duties will become effective May 11. Section 303 of the Tariff Act of 1930 requires the Secretary of the Treasury to assess an additional duty equal to any "bounties or grants" paid or bestowed on merchandise imported into the United States. Based on information presently available, complete refrigerators receive payments of approximately 1.5 cents per pound; insulated cold cabinets, about 1.2 cents; and refrigerating equipment, about 1.7 cents.

Treasury—Antidumping Act Enforcement: On March 22, Edward L. Morgan, Assistant Secretary of the Treasury for Enforcement, Trade and Tariff Affairs, and Op-

erations, issued a statement concerning the impact of recent currency realignments on the Treasury Department's administration of the Antidumping Act of 1921, as amended. Morgan explained:

"In the normal situation, dumping takes place when merchandise is sold by a foreign exporter to a purchaser in the United States at a lower price than in the exporter's home market, i.e., 'less than fair value,' and these sales injure U.S. industry. The recent changes in the market rate of the dollar in relation to certain foreign currencies have effectively increased the home market price of foreign merchandise, as expressed in dollars. Thus sales at less than fair value may result from the changes in the market rate of the dollar unless foreign exporters take appropriate actions to adjust prices.

"The Department of the Treasury recognizes that immediate price adjustments may not always be possible. Accordingly, no price discrepancies resulting solely from the currency realignments will be taken into account in fair value investigations with respect to relevant transactions taking place within 45 days of the exchange rate changes."

Treasury—Dumping Cases: The Treasury Department recently issued a formal dumping finding with respect to **canned Bartlett pears** from Australia. The finding of dumping is the final administrative requirement in antidumping investigations. Earlier, Treasury found that the product in question was being sold in the United States at less-than-fair value (LTFV). The case was then referred to the Tariff Commission which determined that an industry in the United States was being injured by reason of the LTFV sales. As a result of the action, all LTFV imports of canned Bartlett pears from Australia will be subject to special dumping duties.

Since the last Trade Briefs column (*Commerce Today*, March 19), Treasury has withheld appraisement on two articles from Japan, **steel wire rope** and **germanium point contact diodes.** Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at LTFV.

In other dumping investigations, final negative determinations were issued that **pig iron** from Brazil and **permanent magnets of alnico or ceramic material** from Japan are not being, nor likely to be, sold at LFTV. A tentative negative determination has been issued for **microwave ovens** from Japan.

New investigations to determine if sales at LTFV are occurring have been initiated with respect to the following articles: **hand-operated plastic pistol-grip liquid sprayers** (Japan, Korea); mandelic acid (United Kingdom, Japan); and **primary lead metal** (Canada, Australia).

Labor—Adjustment Assistance: On March 16, the Bureau of International Labor Affairs announced that about 2,300 former employees of the Chrysler Corp. assembly plant in Commerce, Calif., have been certified as eligible to apply for trade adjustment assistance. The Labor Department certification follows a Tariff Commission report to the President that the workers became unemployed because of increased imports of **passenger automobiles,** which resulted in major part from trade agreement concessions.

Agriculture—Imported Meat Inspection: The U.S. Department of Agriculture on March 30 proposed to formalize its instructions for inspection of canned and packaged meat imported into the United States. The instructions, contained in a proposed amendment to the federal meat inspection regulations, provide for eight separate examinations to be performed on meat samples selected for inspection and will assure more uniformity of sampling and testing procedures for imported products. For further information, write: Dr. Hyman Steinmetz, Chief of Foreign Programs, Meat and Poultry Inspection Program, APHIS, U.S. Department of Agriculture, Washington, D.C. 20250.

U.S. Firms Awarded Projects In Taiwan

A high-level Department of Commerce-led conference of 23 U.S. business executives in the Republic of China (Taiwan) has resulted in announcement of $117 million in project awards for petroleum, nuclear and electric power, and petrochemical facilities.

The executives were received in Taiwan by the Premier, Vice-President, Ministers of Economic Affairs, Finance and Communications, and top business leaders.

The U.S. businessmen were told of Taiwan's new five-year plan to move toward more heavy industry and advanced technology with special emphasis on expanding the process industries.

David H. Baker, Director, Office of Export Development in the Department's Bureau of International Commerce, said "the U.S. Government is working hand in hand with top U.S. industry leaders prepared to negotiate and consummate major projects overseas with significant export potential. Our goal is to help put key industry executives in contact with top decision makers in foreign countries."

"The U.S. executives' mission to Taiwan added considerable momentum to closing projects already under consideration," Baker said, in pointing out that in addition to the announced awards there were serious negotiations on projects that could mean an additional $300 million in contract awards. "This is an instance in which the U.S. Government has used its good offices and the backing of the Ambassador to foster meaningful negotiations at high levels."

Commerce-State Team Coordinates Far East Trade Strategy On-Scene

U.S. commercial strategy for the Far East was coordinated at a pair of recent conferences in Singapore and Tokyo.

A Commerce Department/State Department delegation led by Marinus van Gessel, Deputy Asst. Secretary for International Commerce, and Nicholas S. Lakas, Director of the State Department's Office of Commercial Affairs, briefed 53 Foreign Service officers who represent U.S. commercial interests in such countries as Japan, New Zealand, Australia, Malaysia and Indonesia.

Highlights of the programs included:

1) A comprehensive policy review of the position of U.S. business in the Far East;

2) Panel presentations by U.S. businessmen on how the U.S. Government can improve its marketing assistance to U.S. firms in the Far East;

3) Discussions on the Country Commercial Program, a marketing plan being developed by Commerce and State to set specific commercial goals for Foreign Service posts and to provide improved guidance from Washington on all aspects of commercial activities;

4) A description of marketing practices used by the Japanese to penetrate Southeast Asian markets; and

5) Participation for the first time by foreign national employees of the U.S. Embassies and Consulates. Nineteen foreign national employees from Tokyo, Fukuoka, Osaka-Kobe, and Sapporo attended.

In addition to these presentations, representatives of the Department of Labor, the Export-Import Bank, the Foreign Credit Insurance Assn. and the Asian Development Bank spoke.

The new conference format, used for the first time at these meetings, to the annual sales meeting of a major U.S. corporation. The participants' views on this format are best expressed by a comment in a recent telgram from Robert S. Ingersoll, U.S. Ambassador to Japan: "The frank and open dialogue between Washington and Field participants regarding all aspects of commercial-economic activities helped insure a clearer understanding of Washington's objectives and the Posts' role in achieving them."

Other key officers attending the conferences included from Commerce, Paul E. Pauly, Assistant Director, BIC; Edward J. Krause, Director, Office of International Marketing, BIC; David H. Baker, Director, Office of Export Development, BIC and from State, William C. Harrop, Member of the Planning and Coordination Staff, Office of the Secretary and President, American Foreign Service Assn. and Robert B. Hill, Deputy Chief, Career Counseling and Assignments.

Plans are currently under way for the next conference, to be held in South America this summer.

COMMERCE VIEWPOINT—*Marinus Van Gessel, Deputy Assistant Secretary for International Commerce, addresses Tokyo briefing session for U.S. commercial specialists stationed in the Far East. A similar session was held in Singapore.*

Hearing On EC-EFTA Trade Agreements Set For May 15

The Trade Information Committee of the Office of the Special Representative for Trade Negotiations will hold a hearing May 15-16 on agreements recently concluded between the European Communities and five of the European Free Trade Association members—Austria, Iceland, Portugal, Sweden, and Switzerland. The hearing, beginning at 10 a.m. each day in Room 730, 1800 G St., N.W., Washington, D.C., will focus on the possible effects on U.S. exports and other commercial interests.

Information about the agreements with respect to industrial products may be obtained from the Office of International Trade Policy, BIC-276, U.S. Department of Commerce, Washington, D.C., 20230; phone 202-967-3176.

IT'S DOWN THERE SOMEWHERE—*Without the smog this would be a panoramic view of the Shinjuku area of Tokyo. The Japanese are trying to restore the view.*

Japan Pollution Show Aims At $40 Billion Market

Pollution control equipment: Japan. Environmental pollution has become one of the most important political issues and problems in Japan. Too rapid expansion of its industries, accompanied by environmental imbalance, has Japanese in both industry and government seeking assistance. There is an urgent need for sophisticated equipment, processes and systems, and even specialized environmental engineering know-how.

Total government and private industry investments in anti-pollution equipment are expected to total about $40 billion between 1973-80, according to studies by the prestigious Japan Economic Research Center and the Central pollution Countermeasures Council of the Environment Agency of Japan.

Strict legislation for pollution violations enacted by the Japanese Diet in some measure explains the magnitude of the expected outlay. These recently-enacted laws established tough pollution control standards and make it imperative that every industrial operation complies. Japan has adopted PPG, namely the "Polluter Pays Principle." The industrial polluter must assume one hundred percent of all control, prevention and damage costs. This includes damage to personal health under the "Absolute Liability Law" which is without precedent in any other country. Basically, it makes the industrial polluter responsible for all damages, even though he compiled with all the standards and applicable pollution regulations.

Under these circumstances, the Anti-Pollution exhibition scheduled for Osaka in November is particularly timely. It enjoys the strong support of the concerned national and prefectural government agencies, particularly the Prime Minister's Office and the Ministries of International Trade & Industry and Transportation, and the Economic Planning Agency.

For additional details, contact project officer Robert Levine at 202-967-4056, or write him at BIC-232, Office of International Marketing, U.S. Department of Commerce, Washington, D.C. 20230.

Automation Systems for the Metals Industry: Germany. Automation systems and components are in demand in West Germany by the machine tool and other metal fabricating industries ranging from the production of iron and steel to finished products such as automobiles, appliances, and construction materials. To help meet this demand, the U.S. Trade Center in Frankfurt has scheduled a Nov. 12-16 exhibition of U.S. equipment. Highest sales potential is indicated for NC machine tools and controls, transfer systems and robots, assembly machines, sensing devices, automated test equipment, direct numerical controls (DNC), electric drives and electrohydraulic power, machining centers, adaptive controls, computer-aided-manufacturing (CAM) systems, sorting devices, machine protection devices, servomechanisms, and computer software automation systems. Contact your nearest Department of Commerce Field Office.

For details, contact Roy Mitchell on 202-967-4511, or write him at BIC-226, U.S. Department of Commerce, Washington, D.C. 20230.

Food processing and packaging: Italy. The U.S. Trade Center in Milan has scheduled a food processing and packaging show for Oct. 9-13. Rapid changes in living patterns and rising standards of living throughout Italy have increased opportunities for sales of these products. Between 1968 and 1970 the number of supermarkets increased by 70 percent. Thus, food processors and packers have had to modernize their plants to supply the newer and more modern retail outlets. Italians are spending approximately 30 percent of their income for food, which is almost double the percent of income the average U.S. family spends.

The food industry is purchasing machinery and equipment at an average annual growth rate of 6 percent. Italy's 1972 imports of food processing and packaging

equipment exceeded 1971 totals by approximately 18 percent. Total purchases of food processing and packaging equipment amounted to $138 million, with conservative projections pointing to $163 million in 1975.

The Trade Center exhibit will run concurrently with the 8th International IPACK-IMA, Italy's largest food processing and packaging exhibition. The Trade Center, located on the Milan Fairgrounds, will in effect be a U.S. pavilion and benefit from the multinational buyers visiting the fair.

The recent currency revaluation gives U.S. manufacturers an added competitive advantage. In addition, the Italian inflationary rate has been about double that of the U.S., making American products more competitive in price with those of local manufacture. In turn, Germany, which is Italy's leading EEC trading partner has had to accept a near 10 percent price increase on its exports to Italy.

For details, contact Sam Spaulding at 202-967-4508, or write him at DIBA-228, U.S. Department of Commerce, Washington, D.C., 20230.

Frankfurt Pump Show Had Prime Sales Results

A recent showing of "Pumps, Valves and Compressors" at the U.S. Trade Center in Frankfurt provided 24 new-to-export or new-to-market firms with the opportunity to introduce their equipment to the European market.

The 659 trade visitors who registered were drawn from Germany and twelve other countries.

Twenty-two of the 34 firms represented were seeking agents, distributors, licensees or joint venture partners in Germany or elsewhere in the European area. A total of three agency agreements were concluded during the exhibition and another 45, plus seven potential licensing agreements and two possible joint ventures, were under negotiation at the show's conclusion.

Exhibitors were able to develop 785 sales leads during this show. The new-to-market firms expect orders of more than $1.6 million during the next twelve months and another $4.2 million in the following year.

DECISION TIME—*The German representative of American Instrument Co.'s Travenol Laboratories Division (l.), explains one of the firm's air-operated plunger pumps to a prospective buyer at the Frankfurt Trade Center show.*

ON THE DOTTED LINE—*Robert E. Helmick (l.), sales manager for Standard Controls of Seattle, signed four agents during a Stockholm Trade Center Exhibit. Here, one of the four signs up.*

New-To-Market Firms Profit At Stockholm Event

"Practically, as a new-to-export company, we could not have come to Europe any other way; and even if we could it is difficult to imagine a better way." That is Donald E. Sullins, president of a California-based electronics company, describing his firm's participation in a recent exhibit of American electronic components at the U.S. Trade Center in Stockholm.

A total of 47 firms, 25 of which were new to the Scandinavian market, took part in the Jan. 29-Feb. 2 exhibition. The newcomers expect to make almost $1.9 million in sales during the coming year as a direct result of participating in the show.

Twenty-one exhibitors were seeking representation in Sweden and in neighboring markets, and a total of 21 agreements were signed during the exhibit. Another 32 agreements were expected to result from negotiations started during the show.

Worldwide Business Outlook

Dynamic French Market Can Pay Bigger Dividends

The overall outlook for the French economy for the rest of this year is excellent, despite the problem of price inflation. Real economic growth for 1973 is officially projected at about 6.2 percent, which would be above the impressive rate of growth calculated for 1972.

Borrie I. Hyman, Counselor for Commercial Affairs at the U.S. Embassy in Paris, points out that the combination of economic expansion and rising prices in France, plus the 1971 and February 1973 monetary realignments, should improve the U.S. competitive position, but greater effort is needed from U.S. exporters.

Although the surplus of French exports over imports is due to continue, the latter should rise significantly because of expanding economic activity. The U.S. share of French imports in 1972 was 8.1 percent—totaling more than $2.1 billion—a drop from the 8.6 percent of 1971. U.S. exporters thus failed to maintain their market position during a year when total French imports rose 15 percent by value in francs, based on French customs statistics.

Bullish economic view

Private economic analysts in France and the business community have the same bullish view of the economy. Going beyond the short-term optimism of French-based economic forecasters is a study, not yet formally released, done by the Hudson Institute of the United States. Commissioned by an agency of the French Government, the study purports to see France as the world's third largest non-communist economic power by 1985, following the United States and Japan. In terms of per capita income, the study reportedly foresees that France will lead Europe by 1990.

However one may interpret or qualify the judgments reached by the report, the long-term prospects for France as a market and a supplier of advanced industrial goods are striking.

France may be counted as a significant customer for virtually all of the high-technology product categories which the Department of Commerce—on a worldwide basis—has determined offer the best export sales potentials to American industry.

In this group, the Embassy highlights such categories as mini-computers and peripherals, airborne and ground-based avionics equipment, food processing and packaging machinery, electronic process control devices, airconditioning equipment, health care equipment, machinery for amateur farming and gardening and leisure clothing.

If the United States is, however, to break into or increase its share of the French market, we must truly become export activists, giving to exporting the same serious attention it receives from U.S. competitors. The Embassy recently polled a cross-section of the major French importers of American goods to gain the benefit of their experience in trading with the United States. The responses were constructively frank, though not exactly news to those professionally engaged in export promotion.

On the whole, according to a consensus of the importers, American industry is working far below its export potential. There is not only plenty of room for new-to-export companies, but those already in the market could increase their sales by closer cooperation with their local representatives.

From the many specific sugges-

HARRIS INTERTYPE CORP. IN PARIS—*During a Printing & Bookbinding Equipment show at the Paris Trade Center Jan. 23-27, this Schriber model 500H press was sold by the Cleveland firm to J. Edwards Ltd., of Preston, England.*

tions and case studies offered in the importers' letters Hyman distilled these points as elementary, though essential, considerations for those trading or desirous of trading with France — or with any other country:

► Pricing for export, without including domestic selling costs; c.i.f. price quotations.

► Terms of payment: 60 to 90 days for established trade contacts.

► Adjustment of standard U.S. representation contracts to foreign conditions.

► Commercial literature definitely in French; correspondence, if feasible.

► Effort to understand better the conservative European business psychology and slower rate of acceptance of new products by business and the consumer.

► Product design which can permit use of product in U.S. and abroad with little or no adaptation.

► Serious commitment to exporting, involving investment of time and energy in such points as those above, as well as to such obvious considerations as quality control, on-time delivery, packing and close and sympathetic relationships with representatives abroad.

The listing seems simple and self-evident, but widespread failure of firms to follow even these points is hurting U.S. trade. A small increase in effort could bring big dividends to Americans selling to Europe's most dynamic economy.

The Organization for Economic Cooperation and Development has just released its annual survey of the French economy. The OECD reports that the French economy grew faster than that of any other major European country of the OECD in 1972, but that the worsening of inflationary pressures developed into a matter of urgent concern. It seems probable, the review goes on, that anti-inflationary measures taken in December will have some dampening effect on price increases without altering the prospects for strong expansion of activity in 1973.

Copies of OECD's Economic Survey of France are available for $1 each from OECD Publications Center, 1750 Pa. Ave., N.W., Washington, D.C. 20006.

Gabon Is Ready To Import More As Economy Develops, Modernizes

Gabon's political stability, dynamic President, strong economic and financial position and ambitious development plans are stimulating rapid development and modernization.

Gabon's economic and financial position is sound, reports the U.S. Embassy in Libreville, with consistent trade, payments, and budget surpluses. Much of its natural wealth remains untouched. Labor management relations are peaceful.

The Managing Director of the International Monetary Fund, Pierre-Paul Schweitzer, described Gabon's situation best: "Gabon does not need the IMF; Gabon's doing fine."

Gabon's political and economic stability enhance its hospitable environment for growth, investment and commercial activity. President Albert-Bernard Bongo places economic development over politics and encourages foreign economic investment and commercial activity by a liberal investment code and by attempts to expand commercial horizons. American businessmen who can adapt to Gabon's plans and priorities will find numerous opportunities to participate with the Gabonese.

Gabon's Second Five-Year Development Plan (1971-75) focuses on balanced regional development which avoids concentrating productive investments solely in the cities of Libreville and Port Gentil, and on projects for which financing will be in line with the government's capacity to meet the associated financial charges and recurrent expenditures. The Plan aims to accelerate the exploitation of Gabon's natural resources, to undertake the related infrastructure investments and to develop manufacturing, particularly domestic processing industries. The target for total investment over the five-year period is close to $600 million, of which roughly $370 million is intended for production investment and $230 million for infrastructure construction.

Waiting for the train

The key to Gabon's development planning is construction of the Transgabonese Railroad. The technical studies are completed for the first leg of the project, 332 kilometers from the port of Owendo near Libreville to Booue in the interior. The cost is estimated at over $200 million and calls for bids are to be issued in 1973. This first leg will be followed by a 234 kilometer second stretch, from Booue to Belinga, which will provide access to a billion tons of high quality iron ore. A third leg, designed to lead from Booue to manganese and uranium mines in southeastern Gabon, is under study. Thus, over the next 15 years more than 1,000 kilometers of railroad construction is envisaged.

The direct impact of this massive investment and construction activity on the Gabonese economy and the establishment of access to the iron ore will stimulate Gabon's economic and commercial life dramatically. In addition, it will open up new forest land and provide cheaper transport costs for lum-

GABONESE RESOURCE — *Forestry, a major industry in Gabon, gets considerable attention in the new economic plan.*

ber; permit prospecting for minerals in hitherto little-explored areas where there are solid traces of copper, zinc and other minerals; boost agricultural production by providing access to potentially rich agricultural regions and by lowering the costs of transport; spark accompanying infrastructure and industrial developments; and enable the government to expand educational and social services to all regions of the country.

New port next year

The Owendo Port, the terminus of the Transgabonese Railroad, is now estimated to be finished in 1974. As well as providing Libreville with a deepwater port, Owendo will include a timber staging port, an industrial park, a petroleum depot, dock yards, a fishing port, cold storage facilities and warehouses.

In addition to the railroad itself, an elaborate program of road construction is programmed both to provide feeder roads to the Transgabonese Railroad and to tie Gabon's regions together with all-weather roads. A DC-8 airport at Franceville will open to regular traffic in 1973. Plans are under way for construction of a new international airport to serve Libreville and for further construction and improvement of fields in the interior. The Government is committed to an ambitious program of tourist development focused around hunting, Libreville's beaches, interior game reserves and the Schweitzer hospital.

A large hydroelectric plant near Libreville, with initial capacity of 19 megawatts, opened last month and will reach full capacity of 57 megawatts in 1975.

Gabon's development plan provides for an elaborate program of hospital and school construction throughout the interior.

Gabon regards its forests as the most steady and reliable of its resources and its Five-Year Plan concentrates on development of increased facilities for treating timber. The major project is a cellulose factory with capacity of 250,000 tons of wood pulp per year involving a total investment of $140 million.

Some other projects

Other projects are further expansion of the plywood factory at Port Gentil (already the third largest in the world) and creation of a railway tie factory, plus construction of additional saw mills and wood peeling factories to handle the increased production stimulated by the railroad.

In addition, Gabon intends to develop indigenous industries which will treat raw materials to produce substitutes for items Gabon now has to import. In addition to those industries connected with the forestry sector, specifically envisaged are expansion of the oil refinery at Port Gentil, a marble works, fish freezing facilities, a sugar refinery, a commercial bakery, factories for cement, cables, nails, plastic products, fertilizers, explosives, batteries, furniture and shoes, plus a prefabricated housing plant.

These are the areas on which the Gabonese will concentrate and where U.S. businessmen will find the most opportunities. Most promising for export are heavy equipment relating to construction, road building, transport, mechanical and electrical work, telecommunications, railroads, lumbering, mining, and power generating, transforming and transmission. Other opportunities exist in the aviation, fishing and tourist fields.

The impact of modernization will open up markets for a wide variety of associated service equipment and consumer goods. American airconditioning, office equipment and radios have already begun to move in Gabon; as Gabon's economy takes off, other markets will begin to open up.

Drive to develop

Although Gabon has been traditionally linked to Europe, the Gabonese are driving for increased self-sufficiency, supplementary sources and diversification. Gabonese development projects will stimulate the economic life of the country and cause further expansion. American companies which can fit into Gabonese objectives will find numerous opportunities and a warm welcome in Gabon.

To develop these opportunities American businessmen should be prepared to correspond in French, offer competitive credit terms (EXIM can help), and cooperate fully with faraway local representatives in solving delivery, service and spare parts problems.

The U.S. Embassy stands ready to help. Working through well-established and reputable French trading firms or establishing representation with local French firms has proved successful for some. Most successful American ventures in Gabon have resulted from personal visits of representatives who came equipped to operate in French and prepared to spend time in establishing local contacts and investigating local conditions.

Exporters To Honduras Are Advised: Know The Market, Improve Service

Prospects for trade with Honduras are improving along with the economy. U.S. exporters might be surprised at how well they can do there if they make the effort to get to know the market and provide fast, efficient service to local buyers.

That's the opinion of Stephanie Mayfield, Commercial Attache at the U.S. Embassy in Tegucigalpa. She goes on to say that this year's real growth rate is expected to be approximately 4.5 percent, compared with 1972's estimated 4.1 percent. Also, latest figures show net foreign exchange reserves in 1972 increasing over 1971 by about $12 million instead of the earlier projection of $1.3 million; should this preliminary estimate prove to be accurate, the economy would be in a much better position to finance expansion.

Business is favorable

Business in general has been favorable toward the new government which took office in December. The cabinet members are seen as capable individuals who have the ability to move the economy forward. This attitude has given a boost to the private investment picture. One textile manufacturer, crediting his increased confidence in the investment climate, recently announced plans to invest $3.5 million to expand his plant for the production of synthetic fibers.

Expectations are that public sector fixed investment will increase by over 30 percent under the new administration, compared to a decrease of 14.3 percent in 1971. This would mean the reversal of a two-year trend and could provide many opportunities for sales of U.S. merchandise and services.

Some uncertainty still exists over what will be Honduras' role in the Central American Common Market (CACM). Pending a restructuring of the CACM, the government is looking toward bilateral treaties to increase regional trade. One such treaty was negotiated with Nicaragua last year and others soon may be concluded with Guatemala and Costa Rica.

The fiscal situation in 1972 was not good. The new government has undertaken serious measures to cut government expenses and hopes to postpone tax increases for a few months to allow time for rational planning of investments.

An IMF mission recently visited Honduras and found that the financial situation was sound and that Honduras had complied with the $15 million standby agreement which was first arranged in 1971. The government has stayed within agreed ceilings on revenue and credit, and up to the present no drawings have been made.

Business ties are strong between the United States and Honduras and, assuming that the hoped for economic upswing materializes in 1973, the U.S. share of the market may reach the 50 percent mark.

What are the sales and service prospects which provide opportunities for U.S. suppliers? Among public infrastructure projects they are in telecommunications, electricity generating and switching equipment, hospital design and equipment, urban development, water and sewage treatment, irrigation, roads, airport equipment, port expansion, and tourism.

A U.S. firm has been involved in the preparation of a ten-year national telecommunications plan for Honduras leading toward a $19 million IDB loan for modernization of telephone/telex facilities. Another company is engaged in external installations for 10 central exchange offices amounting to $1.2 million. Upon completion of this job a second contract in the same amount will be let to expand phone service in San Pedro Sula and other important cities.

The World Bank has approved a $12.3 million loan for the acquisition and installation of electrical generating and transmission equipment as a first step toward the integrated development of electrical energy in Central America. In addition to connecting the Honduran and Nicaraguan systems this project will allow many new towns to be brought into the Honduran national net.

During 1973-74 two important hospitals are scheduled for construction: a 400-bed social security hospital in San Pedro Sula and a hospital-school in Tegucigalpa with about 380 beds. The latter is to be financed by the IDB and will cost about $7.3 million. Specific products needed will include medical and surgical equipment and instrumentation, complete hospital furnishings, air conditioning, kitchen and laundry equipment, and fire extinguishing and intercom equipment.

Looking for equipment

The cities of Tegucigalpa and San Pedro Sula plan significant improvements in their city streets and will be looking for highway maintenance equipment, street lights, stop lights and signs.

A two-year study is under way to develop plans and specifications for damming of the Guacerique River to improve the water supply for Tegucigalpa and for the construction of sewage treatment plants. This $15 million project will interest U.S. suppliers.

Loans amounting to over $25 million have either been approved or are planned for expansion of agricultural production in Honduras. Among the goods and services envisaged for these projects are acquisition of breeding stocks, seeds, fertilizers, insecticides, animal vaccine, antibiotics, mineral salts, concentrated feed, agricultural ma-

chinery, and consultant services. Funds are also being provided for irrigation projects.

Bids have recently been solicited for road construction between Tegucigalpa and Juticalpa. Construction of the third section of the Tegucigalpa-Danli highway will soon be open for bidding. These and other road projects will amount to several million dollars this year.

Steps have been taken toward final design of a new airport for Tegucigalpa. If construction is begun a wide range of airport equipment and instrumentation will be needed. Expansion of Puerto Cortés may be undertaken by the Port Authority, and the government tourism agency is studying development of some North Coast areas, the Bay Islands, and the Copan Ruins to attract tourist travel.

In the private sector

In the private sector, opportunities for U.S. suppliers include processing and canning fruits, vegetables and meat for export; machinery for processing and refining sugar and making mirrors, sausages and other special meats; and papaya, pineapple and mushroom production. Tractors and other agricultural equipment are important, as well as commercial transport, especially trucks, buses, and maintenance equipment. Furnishings, air conditioning, electrical and mechanical fixtures will be needed in hospital, office, hotel, school and bank construction.

Investment in tourist facilities, fishing, forestry, and possibly petroleum exploration will also generate equipment orders from the United States. New sawmills will require specialized machinery as will plants which manufacture simple wooden products such as slats, crates, and cleats. The new tourism law provides a sizable tax exemption for investors in hotels and other tourist facilities.

Other private trade opportunities include industrial machinery to manufacture plasterboard, tiles, and cement. The largest cement manufacturer plans a $7.5 million expansion and modernization together with improvement of port facilities at Puerto Cortés to make sizable exports of cement feasible. Also needed is rock-cutting and polishing machinery for producing stone building blocks, polyester filament yarn to manufacture polyester fabrics, lumber drying kilns and snack-making machinery.

Room for improvement

Commercial ties are strong between the United States and Honduras and, although tough competition has been offered by Japan and Western Europe in some lines, products made in the United States are still highly regarded for quality, particularly if fast service and spare parts are readily available. Success stories have been numerous during the past year but there are many lessons to be learned.

One of the largest supermarkets in Tegucigalpa was on the verge of bankruptcy last year but with new investment has been reorganized. Its managers are planning the installation of a delicatessen department. Almost all of the machinery and equipment for meat processing for this department will come from the United States.

While U.S. merchandise is popular in Honduras, U.S. exporters must face the realities of today's market. In many lines U.S. goods cannot compete pricewise with other manufacturers. A leading candy manufacturer bought Italian machinery because of lower prices. An important industrialist intends to make his own cans for processed foods and has purchased German machinery at such favorable terms that he will not have to mortgage the machinery in question.

Problems involving delayed shipments, shipment of incorrect or incomplete orders, and failure to reply to inquiries made by mail all damage the U.S. image and lead importers to look for other suppliers.

Bangladesh Turns To Development; Competition Rises

This year the new nation of Bangladesh, the former East Pakistan, hopes to move from relief and rehabilitation to agricultural and industrial development. Considerable amounts of foreign aid and locally generated foreign exchange are currently available to finance both stages, according to Jay P. Freres, Secondary Secretary at the U.S. Embassy in Dacca.

Freres also reports that, although the outlook for private foreign investment in Bangladesh is not bright at the present time, there are substantial trade opportunities for U.S. firms.

Bangladesh is still trying to recover from the severe dislocations of 1970-71. Most of the more than $1 billion in outside assistance committed during 1972 aimed at relief and rehabilitation of the war-ravaged, predominantly agricultural economy and society. The enormous task of merely feeding and clothing some 75 million crowded into an area the size of Florida remains the government's paramount concern.

Much of the aid already provided or committed has been in the form of food grains, edible oils, and high-protein food supplements. Other aid includes rehabilitation of transportation and communications networks, agricultural inputs, low-cost housing, health and social welfare, and education projects.

Industrial recovery hampered

The concentration on food imports has strained the badly damaged transportation system and hampered the recovery of industry. Bangladesh industry — many of whose most significant segments were taken over by the Government in 1972 — is concentrated in jute and cotton textile mills. There are also an iron and steel mill; an

oil refinery; some tanneries; sugar, flour, rice, vegetable oil mills; pharmaceutical plants; fertilizer plants; and seafood processing plants.

Labor unrest and the lack of spare parts and raw materials have also hindered industrial recovery.

The thrust of aid and the country's own economic planning should turn more toward development in mid-1973 and beyond. This is expected to involve greater inputs in refurbishing existing industry and in increasing and diversifying agricultural and industrial production.

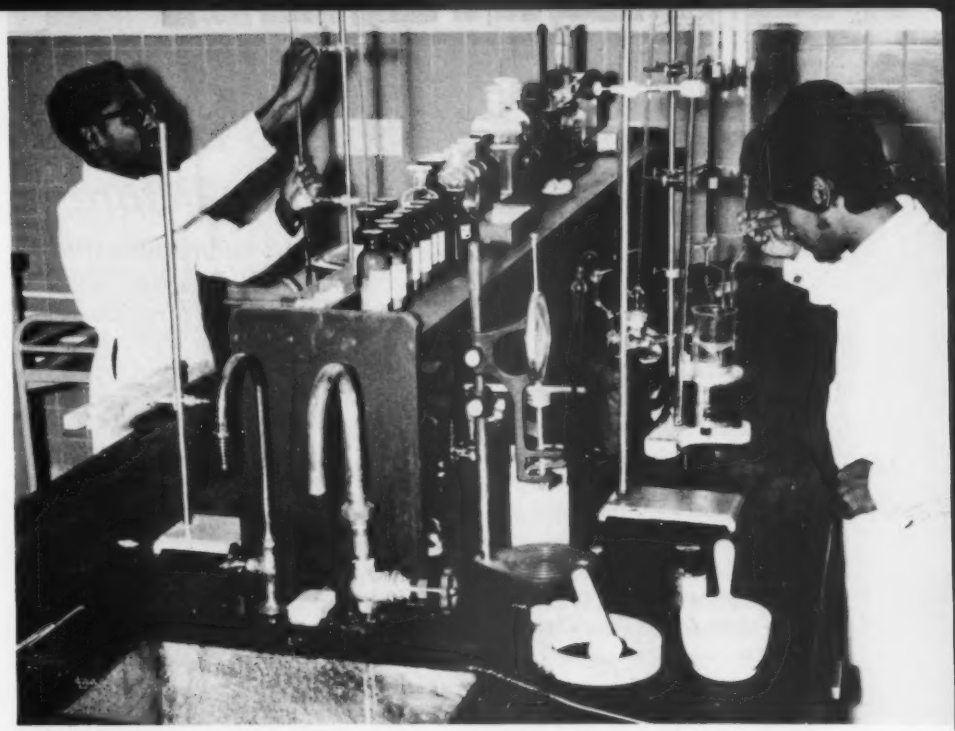
Although the government's new industrial policy does provide scope for private foreign investment, such investment is limited to joint ventures with state-owned entities which must control 51 percent of the equity. This reflects the government's official policy of emphasizing socialism and nationalism. At the moment there is little likelihood of substantial new private foreign investment.

Although the industrial policy generally precludes nationalization of new domestic and private foreign investment for 10 years, the Government has not yet come out with a compensation formula for properties nationalized in 1972.

Despite the not-so-rosy investment climate and stringent import controls ("luxury" items such as private cars are banned), there remains considerable scope for the sale of American products in Bangladesh.

Most sales must be channeled through the government's purchasing agency, the Trading Corporation of Bangladesh (TCB). Others can be concluded directly with governmental and quasi-governmental bodies or with private firms. Bilateral and multilateral foreign aid funds, as well as Bangladesh's own foreign exchange reserves (which stood at around $250 million at the beginning of 1973), are available to finance approved imports.

Areas deemed deserving of special attention by U.S. exporters include the following: chemicals (esp. industrial chemicals and dyes for jute, cotton and paper board mills and tanneries); photographic film and chemicals; caustic soda; metals (e.g. corrugated iron sheets for roofing, steel strips, scrap iron, zinc and sulphur); cotton yarn and cloth and raw cotton; food grains (rice and wheat); fertilizers (TSP, potash muriate, rock phosphate); and pesticides and insecticides.



SQUIBB LABORATORY NEAR DACCA—*Prospects for foreign private investment are not bright in Bangladesh right now but the outlook for exports is good.*

Also, technical instruments; air conditioners; unassembled trucks and buses, and parts; tubewell drilling equipment and pumps; electric and communications equipment; tugs, barges, marine engines and parts; electronic equipment for airports; pharmaceuticals (raw and finished); industrial spare parts; earthmoving equipment; batteries; and tires and tubes.

The foregoing are just some of the principal imports which Bangladesh has recently authorized.

The United States, which had been the country's main foreign supplier prior to liberation, is now facing stiff competition from Japanese and Soviet trade representatives. The latter have the special advantages of barter trade agreements but the Japanese are actively seeking untied commercial business in Bangladesh. Major Japanese trading firms maintain well-staffed offices in Bangladesh, which develop lucrative trade contracts with Government departments and local businessmen.

Local representatives needed

Very few U.S. firms have either direct representation or agents in Bangladesh and, thus, frequently lose out on trade opportunities to those foreign firms that do. In Bangladesh, it is often the carefully cultivated personal contact which makes the vital difference in clinching a deal.

It is highly recommended that American firms interested in doing business in Bangladesh either maintain an office or designate an aggressive agent to represent their interests. Many American products are well-known and well-liked in Bangladesh, but even familiar brand names can become displaced if greater efforts to push lines are not made. The Economic/Commercial section of the American Embassy at Dacca is willing and anxious to assist American business in entering or returning to the Bangladesh market.

Petroleum Is Exception To Burma's Generally Bleak Economic Picture

Burma's prospects for 1973, with the smallest rice crop since 1965-66, are poor.

An exception noted by the U.S. Embassy in Rangoon to a generally bleak economic picture is the petroleum sector, on which Burmese officials are counting heavily as a source of future export earnings. Exploratory drilling offshore began early in 1972, and prospects are considered encouraging.

Continued development of this sector offers a promising market for U.S. exports. In other areas, the lack of foreign exchange holds down demand for U.S. products.

Under its rigidly socialist economic policy, the "Burmese Way to Socialism," Burma has seen the systematic growth of state control over all foreign trade and much of the domestic economy. Thus, foreign trade, banking, insurance, utilities, almost all large industry, many small enterprises, and much of transportation are government monopolies.

No foreign private investment exists any longer in Burma, and remaining domestic entrepreneurs are tied closely to the government through controls over raw materials and monopoly purchasing rights. Further inroads upon the private sector have been made by the state-supervised cooperative movement, which is gradually taking over most retailing and wholesaling.

Little economic change

This controlled economy shows little change from year to year, and real growth was small in 1971-72. Imports declined in 1972 because of a serious shortage of foreign exchange arising out of balance of payments deficits in the preceding years; exports rose in volume but declining world prices kept export earnings at a low level. There was considerable inflationary pressure on internal prices.

Industrial production rose in 1971-72, though it remained far short of meeting consumer demand. The Government continues an active program of expanding import-substitution industries. Among those completed during the year were a cigarette factory (built by the European subsidiary of a U.S. company) and a West German-aided textile mill.

Additional industrial development is continuing, primarily with the help of Japanese, German, and Chinese aid. Among major projects under way are a pulp and paper plant, a second cement mill, a ceramics plant, a new gas turbine power station, expansion of cotton textile mills, a third cement plant, and a sheet glass factory.

The Government is also moving toward implementation of a plan for construction of a polyester fibre plant and petrochemical complex, but financing and final decisions to proceed are not yet assured.

Under the Burmese system

Under the Burmese system, all imports are made by the state trading corporation or certain other government agencies, usually through international tender. Because the government tender process tends to place heavy emphasis on the price factor, U.S. equipment and services are often handicapped, although in some sectors of the economy better technology and quality have enabled U.S. firms to overcome the disadvantages of higher costs and longer shipping times.

Some of the fields in which U.S. firms have been competitive are petroleum, construction, mining and logging equipment, motion pictures, some pharmaceuticals, and machinery and tools of all sorts. Because of Burma's industrialization goals and its rich mineral and timber resources, all of these fields should continue to be active in the future.

Petroleum, as noted above, is a priority sector for the Burmese, and the state oil corporation appears to prefer U.S. equipment and technology. Aviation is another promising field.

During 1972, the United States was among the few countries to increase exports to Burma in the face of a decline in total Burmese imports. Final figures are not available, but the U.S. share of the market seems to have grown to around 9 percent.

Foreign exchange shortage

The increase reflects the high priority given to Burmese imports of capital equipment, especially for the oil industry. Sales to Burma by foreign subsidiaries of U.S. companies are also substantial.

In 1973, U.S. exports to Burma continue to face the problem of a severe Burmese shortage of foreign exchange. On the other hand, continued petroleum development is likely, and opportunities for U.S. exporters are also likely to develop from some $35 million in International Development Association credits planned for the purchase in 1973 or early 1974 of railway maintenance equipment, new engines and additional equipment for the inland waterway flotilla, forestry extraction equipment, water pumps, and construction equipment for irrigation works.

IDA loans, a growing U.N. Development Plan program in Burma, and the government's own requirements may also present some opportunities for U.S. consulting engineers. The Electricity Corporation in late 1972 retained a U.S. consulting firm to carry out a feasibility study and engineering design on a proposed hydroelectric project, and it is possible that additional engineering services will be needed for other projects financed by foreign lending agencies.

International Business Reports

The United States and the Developing World: Agenda for Action. Published by the Overseas Development Council. 163pp. $2.50.

What should be the American attitude toward the poor countries? In this book the ODC, which was established in 1969 to increase U.S. understanding of the problems facing developing countries and the importance of these countries to the United States, attempts to answer that question.

International politics and power relationships are changing, according to this book, with security concerns giving way to economic issues among nations. This change will require the United States and other rich nations to pay far greater attention to the needs and desires of many developing countries than ever before.

Therefore, the ODC goes on, the United States and other rich countries face real choices in their relations with poor countries: they can seek the broadest possible cooperation on common problems, or they can see relations increasingly drift into acrimony and discord.

Write: Overseas Development Council, 1717 Mass. Ave. NW., Wash., D.C. 20036.

Economic Survey for United Kingdom. Published by the Organization for Economic Cooperation and Development. March 1973. 89pp. $1.

Parts I and II of this survey review recent economic trends and policy developments in the United Kingdom and prospects through 1973. Part III considers measures taken to alleviate imbalances in the labor market. Some conclusions on prospects and policy considerations are drawn in Part IV.

Write: OECD Publications Center, 1750 Pa. Ave., N.W., Washington, D.C. 20006.

Calendar For World Traders

April 17—Coffeyville, Kan. — Kansas U. World Trade Seminar, Highland Manor Motel. Sponsors U. of Kansas & Kansas City District Off.

April 17 — Des Moines — World Trade Dinner, Hotel Savery, 5:30 p.m.

April 17—Memphis—World Trade Club meeting, Sheraton Motor Inn.

April 17—Muscatine, Iowa—World Trade Luncheon, Hotel Muscatine, noon.

April 18 — Chicago — Midwest Credit Management Assn. meeting, Bismarck Hotel.

April 18—Kansas City—Business-Government Forum on World Trade, Hotel Muehlebach, 12-4 p.m. Sponsors: Assoc. Industries of Missouri, Kansas City District Off.

April 18—Sioux City, Iowa—World Trade Luncheon, Biltmore Hotel, noon.

April 19 — Memphis — Mid-South Exporters Roundtable Forum on International Currency, Sheraton Motor Inn.

April 19 — St. Louis — Business-Government Forum on World Trade, Colony Motor Hotel, 12-4 p.m. Sponsors: Assoc. Industries of Missouri, Kansas City District Off.

April 23-25—St. Louis—International Marketing Conference of the American Marketing Assn., Chase-Park Plaza Hotel.

April 24 — Omaha — Exporters meeting, New Tower, 1:30 p.m. Sponsors: REEC, Midwest Int'l Traders Assn., Kansas City District Off.

April 24-25—Ann Arbor, Mich.—Seminar on doing business in Eastern Europe, Campus Inn Motel. Sponsor: U. of Michigan's Institute for International Commerce, Detroit District Office. Commerce Speaker: J. Mishell George, Bureau of East-West Trade.

April 26—St. Louis—World Trade Club's Port of New Orleans Night dinner meeting, Colony Hotel.

April 26-27 — Pratt, Kan. — Western Kansas Manufacturers meeting, Pratt Municipal Airport. Sponsors: Western Kansas Manufacturers, Kansas City District Off.

Apr. 30-May 1 — Seattle — Symposium on trade between China, Japan, and Pacific Northwest, Washington Plaza Hotel (Apr. 30) and Pacific Science Center (May 1). Sponsors: Wash. State Dept. of Commerce & Econ. Devel., Port of Seattle, Chamber of Commerce. Commerce speaker: Steven Lazarus, Dep. Asst. Secretary, Bureau of East-West Trade.

May 1—Lawrence, Kan.—All day world trade seminar, Kansas U. campus.

May 2-4—Singapore—International Management Assn. briefing on trade and investment prospects in Southeast Asia, Shangri-La Hotel. Contact: M. Z. Khaiser, vice-president, IMA, 212-586-8100, ext. 310.

May 4—South Bend, Ind.—New European Common Market seminar, Notre Dame U. Speakers: Lawrence A. Fox, acting Asst. Secretary of Commerce for Domestic and International Business, and Carl Gerstacker, Chairman, NEEC.

May 7-8—London—FCIB/Europe international round table on finance, credit and collection problems, Europa Hotel. Contact J. Stewart Gillies at 212-725-1700.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

Nor-Shipping '73. Oslo. May 9-15. The fourth international shipping exhibition offers U.S. companies an excellent opportunity to promote their products to Scandinavian users. Call A. J. Beiring, 202-967-3838.

Audio-Visual Marketing and Training Aids. Sydney Trade Center. May 14-18. This show and seminar is aimed at a very promising market estimated at $6-7 million in 1972. Call Lee Barnes, 202-967-5545.

Minicomputers and Related Peripherals Exhibition. Milan Trade Center. May 15-19. The market for U.S. minicomputers is expanding at 30-40 percent annually. Sales are expected to reach $10 million in 1975. Italian EDP users are moving to smaller, specialized systems. Equipment to be exhibited includes minicomputers and all EDP peripherals designed for use with minicomputers. Call Noel Negretti, 202-967-2434.

Petroleum-Petrochemical Equipment. Hungary. May 18-28. The Hungarian petroleum industry will purchase during 1973-75 an estimated $110 million worth of equipment for oil and gas. The Budapest International Fair will concentrate on these products. Call A. Hertzberg, 202-967-2801.

Pulp, Paper and Conversion Equipment. Mexico City Trade Center. May 21-25. Rapidly expanding pulp and paper industries form attractive sales targets in a nearby market. Call Porter Clary, 202-967-5040.

Industrial Process Control Equipment. Stockholm Trade Center. May 22-24. Scandinavian industries, faced with high labor costs, are investing in equipment to increase productivity. Call nearest Commerce District Office.

General Industrial Equipment. FIKIN—Kinshasa International Fair. Zaire. June 3-July 8. Call Frank Ocwieja, 202-967-4389.

Food Processing Machinery. Beirut Regional Trade Development Office. June 4-8. Lebanese packers and growers are upgrading equipment to process fruits for export. Opportunities exist for establishing representation and selling equipment. Call John Bodson, 202-967-5767.

Packaging Machinery and Equipment Exhibition. Buenos Aires Regional Trade Development Center. June 11-15. In Argentina the packaging industry is growing 7 percent per year. The current market is about $5 million per year. Equipment featuring the latest techniques is in increasing demand, with medium size and capacity equipment having the best potential. Call Vicky Eicher, 202-967-4580.

Materials Test and Quality Control Equipment. Milan Trade Center. June 12-16. Featured will be equipment for testing and analyzing physical properties of industrial materials and for environment simulation testing. Contact Sam Spaulding, 202-967-4508.

Modern Merchandising Equipment. Paris Trade Center. June 18-22. France has developed one of the most advanced retailing systems in Europe, second only to West Germany in large self-service stores. The outlook for U.S. manufacturers of modern merchandising equipment is most promising. Call William S. Gaines, 202-967-4073.

Combined EDP and Business Equipment, and Industrial, Scientific, Test and Measuring Instruments Exhibition. Hong Kong. June 18-23. For EDP and Business Equipment participation call Tom Padgett, 202-967-5545. For Industrial, Scientific, Test and Measuring Instruments participation call Irvin Lloyd, 202-967-2798.

Air and Water Pollution Control. Mexico City Trade Center. June 25-29. Growth of the Mexican market for air and water pollution control equipment is expected to exceed 40 percent by 1974. Imports of sophisticated equipment and engineering know-how in this field are supplied principally by U.S. companies. A large sophisticated audience is assured. Call Fred Tower, 202-967-2325.

U.S. Marine Electronics, Communications, Navigation and Instrumentation Equipment. Singapore Trade Development Center. July 9-14. Singapore is a "natural" for servicing the marine industry. The ship building and repair industry has received a tremendous boost from off-shore oil activities. Communications and navigation equipment are paramount; in 1971, $15.7 million was imported. Call Irvin Lloyd, 202-967-2798.

Power and Energy Systems Technical Sales Seminar to Brazil and Argentina. July 23-31. Emphasis will be on equipment and planning required to supply vital energy for industrial plant uses, as both nations are embarked on manufacturing programs and development of additional power sources. Brazil's 1973 import market for power and electrical equipment is estimated at more than $250 million. Argentina has under way a 10-year program of electrical expansion, which will require an investment of more than $2.6 billion. Call Roger Turner, 202-967-2346.

Medical Equipment. Mexico City Trade Center. Aug. 14-17. Mexico's Social Security Institute has major expansion plans for its nationwide system. Present imports of $17 million are expected to double within five years. Call Porter Clary, 202-967-5040.

Industrial and Scientific Instruments, and EDP and Business Machines including Reprographics. TECHSPO '73. Bangkok. Aug. 20-24. These two categories of products are important to the continued growth of Thai business, commerce and industry. Participants will have an opportunity to participate in technical symposia in their respective fields. Call Bruce Sever, 202-967-5546.

Housewares. Tokyo Trade Center. Aug. 20-25. Japan's 105 million people with more purchasing power than ever before represent a significant new target for U.S. exporters of housewares. Call Maury Shea, 202-967-2461.

LASER 73. Munich. Sept. 4-7. Germany is among the fastest growing markets for lasers and electro-optics in Europe. Growth this year of this $120 million market should be 30-50 percent; the U.S. controls 80 percent. Contact Roswitha Augusta, BIC-226.

Medical Management Systems and Equipment. Frankfurt Trade Center. Sept. 10-14. Germany's hospital modernization and expansion program for 1973 to 1975 is expected to be well over $2 billion. Prospects look good for U.S. producers of highly advanced and sophisticated equipment. Contact Don Schmadel, BIC-226.

World Fishing Exhibition. Vigo, Spain. Sept. 12-19. Vigo, the home of the Spanish fishing fleet, offers an excellent market to U.S. manufacturers of navigation equipment, communications equipment, power units, controls and both on-board and plant fish processing equipment. Call Bob Wallace, 202-967-3822.

International Aerospace Show. Sao Paulo. Sept. 14-23. The Brazilian Government is supporting this first aerospace fair. The focus of the U.S. exhibition will be on ground and airborne equipment and instruments, airport equipment, and aircraft parts, assemblies and accessories. Call Jim Hoye, 202-967-3871.

Industrial and Commercial Refrigeration and Airconditioning Equipment and Com-

ponents. Paris Trade Center. Sept. 17-21. Research indicates that the French market for refrigeration and airconditioning equipment is expanding at a rapid rate. The market in 1971 was valued at $137 million, and is expected to reach an annual level of almost $200 million by 1975. Contact W. S. Gaines, BIC-226.

Frozen Food Products and Distribution Machinery. Tokyo Trade Center. Sept. 17-22. Process freezers, automatic product control and handling systems for cold storage warehouses, and refrigerated showcases will be the focus of this exhibition. Estimated at $10-15 million for imported equipment in 1971, the Japanese market for this product category is expected to grow considerably in the next few years. Call Randy Miller, 202-967-4056.

PRINTEX '73. Stockholm Trade Center. Sept. 24-28. Exhibiting printing machines, bookbinding equipment, reprographic equipment, related special purpose computers and peripheral equipment, and graphic arts supplies. The Nordic area represents an $80 million market for related products, with growth rates in Denmark, Finland, Norway and Sweden ranging from 5-10 percent per year for such products. Call Ed Walls, 202-967-4256.

SAMA '73 (Show for Assemblage, Miniaturization and Automation). Bern, Switzerland. Sept. 24-28. Though most heavily attended by watch manufacturers, buyers from the electronics, food, machinery, chemical and metalworking industries also visit this exhibition. An exceptionally good market exists for U.S. manufacturers of components, assembly systems for small parts, quartz encapsulation and processing equipment, microwelding systems, ultrasonic cleaning systems for miniaturized parts, measure and test equipment and instruments. Call Bob Wallace, 202-967-3822.

Algiers International Trade Fair. September. The United States will participate in this major trade event, an unparalleled opportunity to enter a $1.5 billion import market. All product groups will be included. Call David Christensen, 202-967-2307.

Scientific Instrumentation. Beirut Regional Trade Development Office. Oct. 8-12. An opportunity for up to six firms to establish representation or introduce new products in the growing Middle East market. Call John Bodson, 202-967-5767.

ENVITEC '73. Duesseldorf. Oct. 8-14. This environmental protection show, covering air, water, and noise measurement and control equipment will be held at the new Duesseldorf fair grounds. Protecting the environment is a major concern in Germany. Approximately $9 billion will be spent during the 1971-1975 period for pollution equipment. Call Robert Levine, 202-967-4056.

Food Processing, Packaging Equipment and Supplies. Milan Trade Center. Oct. 9-13. New living patterns and rising standards are resulting in increased food consumption and a demand for convenience foods. This show is scheduled concurrently with the large IPACK-IMA packaging exhibition at the same Fairgrounds. Call Sam Spaulding, 202-967-4508.

Audio-Visual Equipment. Frankfurt Trade Center. Oct. 11-16. Use of audio-visual equipment is expected to reach approximately $300 million by 1975. U.S.-made equipment is in the forefront of developments for the West German market. This exhibition is to be held concurrently with the Frankfurt Book Fair. Contact Loretta Allison, BIC-226.

Communications Equipment and Systems. London Trade Center. Oct. 22-26. A rapidly growing market, offering attractive sales opportunities for equipment used for digital communications, telephone, facsimile transmissions, telegraph, teletype, cable television, radio, ultra high frequency, and microwave. Call Lee Swift, 202-967-4461.

Plant Maintenance Safety and Security Equipment. Stockholm Trade Center. Oct. 22-26. Manpower shortages and high labor costs create strong demand for advanced maintenance equipment. Plants and municipalities require latest equipment to upgrade operational safety and security. Telephone Bill Beiring, 202-967-3838.

Technology 73. Tel Aviv International Trade Fair. Oct. 23-31. Three product groups will be exhibited: instrumentation, electrical power generating equipment, and material handling equipment for commercial aircraft. Call Franc Manzolillo, 202-967-3752.

Advanced Technology. Milan Trade Center. November 6-10. Featured will be lasers, electro-optics and advanced thermal measurement equipment. The U.S. share in this market is already high and demand is rapidly growing. The show will be promoted to a wide audience including industrial and military research facilities as well as laboratories in hospitals, universities and state research institutes. Call Robert Wallace, 202-967-3822.

Environmental Pollution Control Equipment. Osaka Fair Grounds. Nov. 7-12. Reflecting the high priority Japan attaches to its increasing environmental pollution control problems, Prime Minister Tanaka has indicated their solution will be a major objective of his administration. Commerce's participation in this event will focus on air, water, and solid waste pollution control equipment. Call Bob Levine, 202-967-4057.

Mechanical Properties Testing Equipment and Instruments. London Trade Center. Nov. 12-16. The environmental testing industry has been assuming increasing importance in Great Britain. This has been especially noticeable in the aerospace industry and the electronic component production, packaging, and transportation industries. U.S. manufacturers of environmental test equipment are reputed to be the most advanced in the world. Call George Kemp, 202-967-3088.

Systems for Automation in the Metals Industries. Frankfurt Trade Center. Nov. 12-16. Automation systems and components are in demand in West Germany by the machine tool industry and other metal industries, from iron and steel production to finished product manufacturing. Call Charles M. Whitley, 202-967-4961.

Systems '73. Munich. Nov. 27-30. Europe's most important computer exhibition will promote the latest EDP hardware, software, and accessories to key end-users in a 24-country marketing area. Demand in West European countries is projected to reach $4 billion in 1974. Ambitious national programs to sharply increase computer installations throughout Eastern Europe promise growing sales opportunities for a broad range of electronic data processing equipment and services. Call John Wolf, 202-967-4941.

Microwave Circuits, Components and Instrumentation. Tokyo Trade Center. Dec. 3-8. Sales in Japan of microwave products were approximately $200 million in 1971 and demand is forecast to expand at 16 percent annually. Liberalization of lines for data transmission is expected to stimulate additional interest in microwave equipment. Call Maurice Shea, 202-967-2461.

Microcircuits, Design Test and Production Equipment. Frankfurt Trade Center. Dec. 10-14. This exhibition is planned to help U.S. firms enter and compete in this expanding, competitive market. U.S. lead time is getting shorter every year. Call Don Schmadel, 202-967-4601.

Electronics Components and Semiconductors. London Trade Center. Dec. 10-14. U.K. imports of electronic components have been increasing and are forecast to continue. Areas of greatest potential lie in computers, followed by communications, telecommunications, and consumer products. The U.S. competitive position in the U.K. semiconductor market is favorable, with a reputation for providing the very latest technology at competitive prices. Call Ed Walls, 202-967-4256.

Sales opportunities in 17 U.S. commercial exhibitions and 25 shows at the 10 U.S. Trade Centers are being offered to present and potential U.S. exporters between now and December.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Singapore, Buenos Aires, London, Milan, Mexico City, Frankfurt, Stockholm, Sydney, Tokyo, and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Overseas Operations, BIC-218, U.S. Department of Commerce, Washington, D.C. 20230.*

U.S. specialized trade missions are comprised of groups of U.S. businessmen organized by the U.S. Department of Commerce to travel abroad to promote the export of U.S. goods and services produced by their particular industry. **Write:** *Trade Missions, BIC-252, U.S. Department of Commerce, Washington, D.C. 20230.*

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce Field Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

1541, 1542 — BELGIUM — Established general contractor with capability in industrial and commercial building seeks collaboration with American firms interested in **construction projects.** Employs 2300 with annual volume of more than $60 million. Claude Francois, Les Entreprises Francois et Fils, Rue du Cornet, 43, B, 1040 Brussels. P-73275.

2531 — AUSTRALIA — Licensing and agency agreements sought for **school furniture.** Company is a large, wel-established supplier of education equipment. Interested firms requested to submit catalogs and price information. Company representative will visit U.S. in July for discussions. J. W. Canning, Australian Manager, School Furniture Div., AEDUCO Pty. Ltd., 426 Scarborough Beach Rd., Osborne Park, West Australia, 6017. WTDR. P-73268.

2834 — AUSTRIA — U.S. producer of **pharmaceuticals** sought for joint venture in Austria for East and West European markets. Professor of veterinary medicine holds Austrian concession worth an estimated $13,000. Proposes to act as managing partner, providing concession. U.S. partner to supply capital and know-how. Dr. Robert Schaidl, Hietzinger Kai 195, A-1130 Vienna. P-73260.

2834 — FRANCE — Manufacturing rights for newly developed **prescription pharmaceuticals.** Firm employs 380; annual sales $4 million. Mr. Tourdjman, Specialties Dept., Opodex S.A., 18 rue Raymond Ridel, 92-La Garenne-Colombes, France. WTDR. P-73264.

3272 — AUSTRALIA — Manufacturer of **pre-stressed concrete products** seeks license to produce additional items. Representative to visit U.S. in June-July. John Grigor, Managing Director, C.I. and D. Pre-Cast Pty. Ltd., Liverpool, New South Wales 2170. P-73255.

3442 — ISRAEL — Established aluminum industrial firm desires know-how or licensing agreement for manufacture of **aluminum windows, sashes, doors and auxiliary fittings and hardware.** Amon Aluminum Industries, 15 Soutine, Tel Aviv. P-73273. OPIC.

3536 — UNITED KINGDOM — Licenses to manufacture **pedestal, deck or crawler cranes,** capacities over 150 tons. Currently makes crawler cranes and excavators, mobile cranes, truck mixers for concrete, and concrete and water pumps. Established 1869, employs 1,300. J. A. Sugden, Tech. Dir., Ransomes & Rapier Ltd., P.O. Box 1, Waterside Works, Ipswich IP2 8HL, England. P-73259.

3551 — FRANCE — Company wishes to import **machinery for grading fruits and vegetables by weight** and to eventually manufacture under a licensing arrangement. M. Deplanque, R. Barbet S.A., B.P. 24 (35 bis, rue Pasteur) 72-Chateau du Loir, France. P-73277.

3559 — BRAZIL — License to manufacture **stationary, vertical parking systems.** Firm presently makes precision tools, is expanding production facilities and building new plant. Young, energetic management. Agapito Freire Mata, Director Presidente, Jurubatuba S.A. Mecanica de Precisao, Rua Nossa Senhora do Socorro, 130, Sto. Amaro, Sao Paulo. WTDR. P-73263. OPIC.

3559 — JAPAN — Licenses to manufacture **automatic industrial assembling equipment,** particularly equipment for assembling micro-motors, auto parts, and hydraulic components (both oil and pneumatic). Non-synchronous type most desirable. Seeks continuous technical guidance in modifying blueprints to meet case-by-case requirements. Firm currently makes bulldozers, wheel loaders, cranes, steel castings, plane bearings and precision machinery parts. Akili Murota, Mgr., Planning Dept., Nittoru Metal Ind. Co., 1-1 Yato-cho 2-chome, Tanashi City, Tokyo 188. P-73262.

3564 — GERMANY — Licenses to produce **industrial fans and blowers, water cooling towers, air coolers, industrial ovens, dust collection and air purification equipment, pressure vessels and tanks.** Presently manufactures and exports air and water purification equipment; pressure vessels. Haberkamm, Wilhelm, Apparatebeau & Blechwarenfabrik, 5341 Bindweide, Dusseldorf. P-73271.

3569 — FINLAND — A recent report from the American Embassy in Helsinki outlines Finnish anti-pollution efforts, which are concentrated primarily in the control of wastewater discharged by pulp and paper mills. Interest is high in licensing of **pollution control processes and equipment.** Copy of report available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73257.

3573 — AUSTRIA — Seeks joint venture for the purpose of marketing **computers and computer-related equipment** in Austria and East European markets. Specializes in marketing computer peripheral equipment, system and application packages, EDP software, related products. Maintains excellent business relations with East European countries; established 1971. Herbert L. Poremba, Poremba, Ruecker & Siegel GmbH & Co. K.G., Wickenburggasse 12, A-1080 Vienna. WTDR. P-73266.

3585 — UNITED KINGDOM — Licenses to manufacture **heating and air conditioning equipment.** Presently produces and imports air handling units and refrigeration equipment. J. R. Murray, Gen. Mgr., Kleenflo Ltd., 203 The Vale, London, W.3., England. (Wholly-owned subsidiary of the Charles Spreckley Group, Ltd.). P-73270.

3585 — YUGOSLAVIA — Joint venture to manufacture small, individual **ventilating, air conditioning equipment.** Plans to make 10,000 ventilation, 6,000 air conditioning units annually. Firm can contribute production facilities, labor force. Cost of project estimated at $6 million. Wants to market related products. Dr. Stjepan Penjak, Juvent, Radnicka cresta Djuro Djakovic 32, Zagreb, Croatia. WTDR. P-73265. OPIC.

3589 — AUSTRALIA — License to manufacture **waste disposal, sewage treatment and mechanical handling equipment.** Firm currently engaged in fabrication, installation of pressure vessels, vacuum tanks, concrete batching machinery. Thomas W. Woods, Power Service Co. Pty. Ltd., P.O. Box 59, Boolaroo, New South Wales 2284. P-73256.

3612 — SWITZERLAND — Licenses to manufacture or agency agreement to sell all types of new **power transmission equipment and systems.** Presently produces high-power transmission lines, switch yards and prefabricated concrete masts. Established 1958, employs 70. Also interested in cross licensing. Mr. Rene A. Beck, Dir., Gram SA, 1523 Villeneuve, Canton de Fribourg, Switzerland. WTDR. P-73276.

3662 — ITALY — Manufacturer of household television receivers and hi-fi equipment seeks licensing rights to produce **professional television equipment,** e.g. closed circuit portable television systems, cameras and video recorders (both battery and electric powered) for hospitals and industries. Windsor S.P.A.A., Via Campo Sportivo Scolastico 8, 01100 Viterbo, Italy. P-73258.

3693 — ITALY — Large holding company seeks to initially distribute, later manufacture under license **advanced biomedical equipment.** Product interests include hemodialysis euipment, monitoring systems, defibrillators and pacemakers. Firm plans to establish new subsidiary. Has marketing channels; can

provide technical support. Write: Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73269.

3732 — VENEZUELA — Firm seeks licensing agreement, partnership, or sub-contract to manufacture **ocean-going sail, motor and house boats.** Nicolas Bauman, Bauman Bros., Apartado 889, Caracas. P-73261.

3829 — FRANCE — Licensing rights for the manufacture of **industrial process control devices, non-destructive test devices and instruments (or the component assemblies** for such equipment) sought by manufacturer of metal precision springs. Can also sell devices through its Common Market agents or will act as sub agent. Employs 280, including 35 technicians and engineers. Usines Bellevue, 57401 Sarrebourg, France. P-73272.

5411 — SENEGAL — American partner sought to expand **supermarket operation.** Company opened temporary outlet last July; now wishes to expand to three permanent locations in Dakar area. U.S. partner to assume majority interest; assist in planning, construction and management of new units. Additional information available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230, as well as from Abdou Salem N'Diaye, Societe Africaine des Halles Modernes, B.P. 2131, Dakar, Senegal. P-73267.

7011 — VIETNAM — Ministry of Planning seeks proposals by April 25 for **500-room luxury hotel** to be built in Saigon. Ministry of National Planning and Development Eer Phan Thanh Gian, Saigon. P-73274.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Finance & Investment, BIC-286, U.S. Department of Commerce, Washington, D.C., 20230, (202-967-2248), referring to the appropriate file number.

AUSTRIA — Licensing. Product: **Specialized woodworking** machines, including hydraulic heating plate presses, veneer assembling machines, universal belt and tiltable belt sanders, joint veneer and plate-cutting machines, and related attachments. **File 2373**

DENMARK — Manufacturing rights. Product: **Screwless steel building prop** to support overhead formwork in construction. **File 2374**

SWITZERLAND — Licensing or joint venture. Product: **Noise control and interior finish products for automobiles, trucks and buses. File 2375**

SWITZERLAND — Licensing. Product: Newly developed **diabetic honey. File 2376**

SWITZERLAND — Licensing. Product: **Pneumatic street cleaning machines. File 2377**

SWITZERLAND — Licensing. Product: **Door safes, vaults, cashier desks and bank counter installations** that are claimed to be fire and burglar proof. **File 2064-R**

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at local Commerce Field Offices.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Field crop farms

01190 — ITALY — Field peanut and popcorn seeds. Correspondence in Italian or French. Ranocchini Primo (I, D), Strada Consolare 134, Republic of San Marino. WTDR 73.

Nonmetallic minerals

14990 — GERMANY — Natural gem stones. Alberto Fornasiere (I, D), 2080 Pinneberg, P.O. Box 1465.

Construction

•16100 — MALAYSIA — Prequalification of contractors is requested for part of construction of Kuantan Port, State of Pahang. Contract A I works comprise quarrying of approximately 2.5 million tons of rock of all sizes, including heavy armor rock, and stockpiling. Rock will have to be delivered to the main contractor responsible for construction of two breakwaters. Firm handling this project will be nominated as sub-contractor to the main contractor constructing the breakwaters (i.e., Contract A II) Total cost of works estimated at M$5 million. Contract A II works comprise mainly construction of two breakwaters with a total length of more than 2K. Works include quarrying of approximately 2.5 million tons of rock of all sizes, including armor rock and construction of concrete armor units if sufficient quantities of heavy armor rock cannot be obtained from the quarry (in that case rock quarried will probably be less than 2.5 million tons). Also involved are: transporting from quarry site to construction site, dumping or placing quarry run, heavy rock) (or concrete armor units) for construction of breakwaters and supply, delivery and placing of navigational lights. Contractor carrying out quarrying of approximately 2.5 million tons of rock shall be nominated sub-contractor. The total cost of the works including quarrying is estimated at approximately M$40 million. Works for both contracts are scheduled to commence September 1973 and be completed within 24 months from commencement date. Applicants are required to furnish detailed information about their company, including names of directors/partners, date of registration, paid-up capital, affiliations, bankers, business activ-

ities during the past ve years, particulars of works similar to the above carried out or in progress, and applicant's principal equipment available for use for this project. International contractors are required to take a local partner, preferably a Bumiputra (Malay) company, in order to qualify. The prequalification questionnaires may be obtained from either: The Project Director, Kuantan Port Project, Consulting Engineers, Bish & Partners B.V., Koninginnegracht 84-86, The Hague, Holland, or the Manager, Far East, Consulting Engineers, Bish & Partners B.V., Wisma Damansara 2nd Floor, Jalan Semantan, Kuala Lumpur, Malaysia. Two copies of the completed questionnaire, together with all other relevant documents, should be sent to the latter address in Kuala Lumpur and one copy of the questionnaire and documents to the address in The Hague. Prequalification deadline is May 15.

Meat products

20138 — ITALY — All classes of canned meat. Cianciola S.p.a. (I, ship chandler), Corso A. de Tullio 28, 70100 Bari.

20151 — ITALY — Frozen dressed chickens weighing approximately two lbs. CIPAS (Compagnia Internazionale Prodotti Alimentari Servizi) (I, M), Strada Mongreno 71, 10132 Torino. CIPAS large catering firm serving company cafeterias needing large supplies on continuing basis.

20153 — ITALY — Frozen dressed turkeys weighing approximately 20 lbs. CIPAS (Compagnia Internazionale Prodotti Alimentari Servizi), (I, M), Strada Mongreno 71, 10132 Torino. CIPAS large catering firm serving company cafeterias needing large supplies on continuing basis.

Canning, preserving foods

20310 — AUSTRALIA — Smoked sliced salmon in oil, packed in cans approximately 2-4 oz. and 35 oz., or similar size catering pack. Direct purchase & agency. Alliance Food Import Pty. Ltd., J. A. Martin, Dir. (I, A), P.O. Box 192, Glebe, N.S.W. 2037.

20320 — ITALY — Canned fruits, vegetables, packed in cans of 2½ lb. net each, 24 cans per carton. Cianciola S.p.a. (I, ship chandler), Corso A. de Tullio 28, 70100 Bari.

20360 — ITALY — Frozen food fish especially codfish fillets, sole, swordfish, squid, prawns. CIPAS (Compagnia Internazionale Prodotti Alimentari Servizi), (I, M), Strada Mongreno 71, 10132 Torino.

20361 — JAPAN — Flat-fish, block frozen 5"-7", 7"-8" & 8"-9" in length; snappers, block frozen, 3-4.5 lbs. Tokai Umezawa Co., Ltd. (I, D), 34-22 Nishiki 3-Chome, Naka-ku, Nagoya 460. WTDR 12/72.

20373 — ITALY — Frozen meat, anterior and posterior cuts. CIPAS (Compagnia Internazionale Prodotti Alimentari Servizi), (I, M), Strada Mongreno 71, 10132 Torino.

Grain mill products

20411 — IVORY COAST — Durum (semolina) flour; 70 tons per month. Company says it buys semolina flour from France (French grade SSE, U.S. grading equivalent unknown) at a price of 34.88 francs CFA per kilo c.i.f. Abidjan, i.e. 7 U.S. cents per pound. Correspondence in French. Monsieur Lafond, Dir., Grands Moulins D'Abidjan. (D), Boite Postale 1743, Abidjan.

20440 — AUSTRALIA — Polished and unpolished rice. Requires prices preferably f.o.b. West Coast for 60,000 tons. Require first shipment of 10,000 tons within six months. Requires quotes as soon as possible. MBG Enterprises Proprietary Ltd. (I, A, D, exporter), 3 Loynes St., Lindum, Brisbane, 4178.

20460 — IVORY COAST — Glucose (corn syrup): 500 metric tons; company prefers purchase in lots of 80-100 tons/month but willing negotiate. Product specification: 43 deg. Baume; mode of conversion: acid-enzyme; D.E. 369; density at 15 deg. centigrade 1.42; dry weight 78.7 a uomt per cent; sulfur dioxide content: 350 PPM. Request quotations by telex or cable. Monsieur Lafond, Directeur, Grands Moulins D'Abidjan (M), Boite Postale 1,743, Abidjan. Telex 740; Cable Add.: Mouxins Abidjan.

20460 — NIGERIA — Corn oils in consumer containers for retail sale. Brian Munro Ltd. (I, D), 22B Creek Rd., Apapa, Lagos.

Sugar

20620 — NIGERIA — Granulated cane sugar, refined in 100 lbs. sacks, 10,000 ton requirement for shipment over one yr. Requests quotations, c.i.f. Lagos. Robert I. Fleming, Mgn. Dir., Life Flour Mill Ltd. (I, D, M), 1 Eko Akete Close, Ikoyi, P.O. Box 7008, Lagos.

Confectionery

20730 — BELGIUM — Chewing gum, candies, blisters. Direct purchase & agency. P.V.B.A. Goede en Clinckx (I, D), Königin Elisabeth 63, 2080 Kapellen.

Beverage industries

20840 — LIBERIA — All types of inexpensive table wines including "pop" wines. Liberia Supply Corp. (Libsco) (I, D, R), 77 Ashum St., P.O. Box 552, Monrovia.

Food preparations

20921 — ICELAND — Soybean oil for manufacturing margarine. KEA Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R, M), P.O. Box 89-91, Akureyri. WTDR 6/72.

20922 — GREECE — Soybean flour, meal, byproducts usable as fodder additives. Chr. Lagonikas & Assoc. Ltd. (I, D), 15 Mitropoleos St., Thessaloniki. WTDR 12/72. Desires locate shippers of above products; requests quotations, delivery times.

20933 — ICELAND — Vegetable oils, including coconut oil, for manufacturing margarine. KEA, Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R, M), P.O. Box 89-91, Akureyri. WTDR 6/72.

20952 — ITALY — Powered coffee in containers of 3-lb wgt. each. Cianciola S.p.a. (I, ship chandler), Corso A. de Tullio 28, 70100 Bari.

Broad woven fabric mills, cotton

22117 — ITALY — Cotton fabrics for manufacture of jeans, other types of casual trousers. Rimpex S.r.l. (M), 29 Via Montanara 50013 Campi Bisenzio (Firenze).

22117 — JAMAICA — Cotton goods for manufacturing ladies' blouses, plain dyed, finished, and printed, finished. Quantity: 2,000 yds. monthly-increasing, quotations c.i.f. Kingston, samples requested. Rickardos Ltd. Contact: R. V. Lazarus Mgn. Dir. (D, M), 14 Half Way Tree Rd., Kingston 5. Rickardos buys locally now, wishes to import order obtain wider variety, possibly better prices.

22119 — CHILE — Terry cotton towels, 20.000 units. Cooperativa Unicoop Ltda., Carlos Bennett, Comm. Mgr. (R, cooperative operating 16 supermarkets), Casilla (P.O.B.) 13514, Santiago. Chile. WTDR 8/68 being updated. Firm hopes to complete purchase arrangement as soon as possible. Unicoop is seeking 180 days credit this purchase.

22119 — GERMANY — Terry cloth towels, normal and oversize. Florex-Werk Niemann & Harde Kg. Contact: W. Puehse, Sales Dir. (M, D, I), 4803 Steinhagen/Westf., Postfach 1290.

22119 — GERMANY — Cotton towels, washcloths (made in weaving mills). Industrie-Agentur Becker & Co. (I, A, D), Eiselbener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

Broad woven fabric mills, manmade fiber, silk

22213 — AUSTRALIA — Men's suiting, trouser material: synthetics, polyester viscose, 7 to 10 oz., double knit polyester, yearly requirements of 50-60,000 yds of 58 in. wide material. Scarf Bros. Corp. Pty Ltd., Charles A. F. Scarf, Dir. (R, M), 259 King St., Newtown, NSW 2042. Firm is large manufacturer, retailer of men's suits catering to lower and middle class suit market. Interested in material at lower end of market. Also interested in any clearings of mill stocks.

22218 — GERMANY — Finished manmade fiber and silk broad-woven fabrics. Schniewind H.E., Contact: Mr. Werner Schniewind (M, D, I), 5657 Haan (Rhld), Diekerstr 26.

22218 — JAMAICA — Polyester goods for manufacturing ladies' blouses, pants, plain dyed, finished, printed, finished. Quantity: 2,000 yards monthly—increasing. Quotations c.i.f. Kingston, samples requested. Rickardos Ltd., Contact: R. V. Lazarus, Mgn. Dir. (D, M), 14 Half Way Tree Rd., Kingston 5. Rickardos buys locally but wishes to import in order to obtain wider variety, possibly better prices.

22215 — GERMANY — 100 percent polyester or polyester blends tie fabrics. Club Crawatte Crefeld, Platzen Gerhard, Vorm. Fr. Boenten & Co., (Contact: Dr. Paul Giesen) (M.D.), 4150 Krefeld, Magdeburger Str. 41/43.

22218 — NEW ZEALAND — Quality resin finished viscose rayon apparel lining cloth, 36 inches width. Samples showing color range, f.o.b. prices requested. Max Frost (New Zealand) Ltd. Contact: Geoffrey G. Brown, Mgr. (I, D), P.O. Box 5094, Auckland. WTDR 3/73. Company expects to reach sales of 300,000-400,000 yards per annum in the lining cloth it is seeking.

Broad woven fabric mills, wool

22319 — AUSTRALIA — Pram, bassinet, cot blankets, quilts, rugs for children. Kiddies Pty. Ltd. (I, A, D, R), 54

Hotham Parade, Artarmon, N.S.W. 2064.

Narrow fabrics, other smallwares mills

22414 — FRANCE — Braids, textile including rope cable and braid in synthetic fibers, bands made of cotton or synthetic fibers. Corderie du Thillot (I, M, R), 7 Rue des Forts, 88260 Le Thillot.

Knitting mills, products

22531 — FRANCE — Used wool sweaters. Fonquernie (M, D), Dreilhe - 09300 Lavelanet (Ariege).

Yarn, thread mills, products

22811 — GERMANY — Carded cotton yarns. J. F. Dunkake & Bohle (I), Contrescarpe 13, P.O. Box 966, 28 Bremen. WTDR in prep.

22814 ITALY — Pure polypropylene yarns in reels of 2500 kgs. each count of yarn 375 meters per kg. 500 meters per kg. 600 meters per kg. 800 meters per kg. 1000 meters per kg. 1300 meters per kg. 1500 meters per kg. 1800 meters per kg. Manifatture Norbeto Paridini e Figli S.p.a. (M), 1 Via Radicchi 55041 Camariore (Lucca) WTDR 3/73.

22814 — PAKISTAN — Pure silk yarn organisine 20/22 two ply and S750/Z750 TPM or any other similar qualities or sub-standard qualities; quantity: 10,000 lbs. immediately; thereafter 1 000 lbs./mo. through Dec. 1973. Cable "lowest" prices to Nylontex Karachi; send half ounce samples by air. Mahboob Bakhsh (I. D), 10, Saleh Mohammad St., Opp. Gordhandas Market, Karachi-2.

Textile goods

22930 — IVORY COAST — Padding and filling for mattresses. Correspondence in French. Mr. Claver, Simes (M), Boite Postale 2270, Abidjan.

22982 — BURUNDI — Nylon fishing nets, various sizes; nylon ropes, various thicknesses. Mr. Nico Hadjiandreou (I), B.P. 993, Bujumbura. Samples, descriptive material requested. Prices f.o.b. port of exit and, if possible, c.i.f. Dar es Salaam, Tanzania. Payment by letter of credit. Correspondence in French. Goods should be securely packed, banded against pilferage.

22980 — PARIS — Cordage, twine including various balls of string, prepackaging for consumer use, cotton string, other related cotton products. Corderie Du Thillot (I, E, F, R), 7 Rue Des Forts, 88160 Le Thillot.

Men's, youths', boys' suits, coats, overcoats

23114 — GERMANY — Boys' suits, coats, tailored jackets. Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

Men's, youths', boys' furnishings, work clothing

23210 — GERMANY — Boys' knit outerwear sport shirts, woven dress, sport shirts. Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

23214 — BAHAMAS — Men's sports shirts, long or short sleeves and dress shirts of light-weight materials, with long or short sleeves. Dorothy's House Ltd. (I, R), P.O. Box 5245, Nassau. WTDR in prep.

23279 — BAHAMAS — Men's dress trousers made of polyester, assorted colors. Dorothy's House Ltd. (I, R), P.O. Box 5245, Nassau. WTDR in prep.

23291 — GERMANY — Boys' heavy outerwear coats, jackets. Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

Women's, misses', juniors' outerwear

23312 — GERMANY — Misses', juniors' knit outerwear sport shirts. Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

23317 — BAHAMAS — Ladies light-weight polyester blouses or polyester and cotton blend blouses, short sleeves, sleeveless. Dorothy's House Ltd. (I, R), P.O. Box 5245, Nassau. WTDR in prep.

23317 — GERMANY — Misses', juniors' woven fabric blouses, shirts. Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

23370 — GERMANY — Misses', juniors' coats, suits, skirts, jackets. Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

23374 — GERMANY — Misses', juniors' skirts, jackets. Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

23390 — BAHAMAS — Women's polyester slacks, assorted colors. Dorothy's House Ltd. (I, R), P.O. Box 5245, Nassau. WTDR in prep.

Girls', children's, infants' outerwear

23610-23612-23630-23690 — AUSTRALIA — Infants clothes (to age six) of all descriptions. Direct purchase & agency. Kiddies Pty. Ltd. (I, A, D, R). 54 Hotham Parade, Artarmon, NSW 2064.

23610 — BAHAMAS — Children's and young miss party dresses with short sleeves or sleeveless, light-weight materials only. Dorothy's House Ltd. (I, R), P.O. Box 5245, Nassau. WTDR in prep.

23690 — GERMANY — Children's outerwear. Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

Fur goods

23710 — ITALY — Fur coats, capes, jackets for ladies. Fart (I, D, R), Piazza Adriano 15, 10138 Torino.

Fabricated textile products

23920 — GERMANY — Shower curtain material, finished shower curtains, from plastic or from plastic coated material. Ridder Plastic. Contact: Juergen Ridder (M, I, D), D-5408 Nassau/Lahn, Postfach 247.

23929 — GERMANY — Cotton towels, washcloths (not made in weaving mills). Industrie-Agentur Becker & Co. (I, A, D), Eislebener Strasse 62, P.O. Box 419161, 28 Bremen 41. WTDR in prep.

23963 — JAMAICA — Motifs for use in manufacture of ladies', children's outerwear. Quotations c.i.f. Kingston, brochures requested. Rickardos Ltd. Contact: R. V. Lazarus, Mgn. Dir. (D, M), 14 Half Way Tree Rd., Kingston 5. Rickardos buys locally, now wishes to import in order obtain wider variety, possibly better prices.

Sawmills, planing mills

24211 — BELGIUM — Oak logs to produce sliced veneers. Minimum length eight ft. Desired lengths: nine, ten and eleven ft. Direct purchase & agency. S.I.B. De Coen & Cie. (I, M), Kortrijk. Particularly interested in Ohio oaks, but will consider other suitable offer. One of Belgium's leading furniture manufacturers. Offers should be addressed to Mr. Vanpoucke. Mgr. Wood Purchases.

24211 — ICELAND — Rough lumber in sizes 1" x 4", 1" x 6", 2" x 4"; variable lengths of approximately 14 to 20 feet, for use in construction scaffolding, roofing. KEA, Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R, M), P.O. Box 89-91, Akureyi. WTDR 6/72.

Millwork, veneer, plywood, prefabricated structural wood items

24320 — AUSTRALIA — Wood panels, plywood and veneer, for internal use in building construction. Quotes, samples required. Direct sale & agency. Contrax Builders Supplies Prop. Ltd. (I, A, D), P.O. Box 1084, Surfers Paradise, Queensland, 4217.

24320 — UNITED KINGDOM — Decorative plywood panels 8ft x 4ft, random V grooved: 5mm. thick with thin strips of real veneer glued thereon; same basic plywood but 4mm, thick with thin printed paper overlay bonded to board, suitable for interior walls. P.T.C. Plastics Ltd. J. Price, Mgn. Dir. (I, D, Exporter), Trecenydd, Caerphilly, Glamorgan Cf8 2Sd, Wales. WTDR 8/72. Interested in buying finished boards from U.S. prepared to supply own paper for conversion into finished product by suitable manufacturer.

24323 — ICELAND — Plywood, wall board of all types; softwood, hardwood interior, exterior. KEA, Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R, M), P.O. Box 89-91, Akureyri. WTDR 6/72.

Wood products

24993 — ICELAND — Particle board to be used as wallboard for construction. KEA, Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R, M), P.O. Box 89-91, Akureyri. WTDR 6/72.

24995 — JAMAICA — Marble board for making book covers (e.g. bill book covers) in whatever sizes available. Request quotations c.i.f. Kingston. Jamaica Graphic & Printing supplies Ltd., Contact: Dudley Ainsworth, Mgn. Dir. (I, D), 38 Beechwood Ave., Kingston 5.

Household furniture

25112 — AUSTRALIA — Furniture, occasional pieces, reproductions of antique furniture, modern furniture. B.K. Harp Pty Ltd. (I, Wholesaler), 241 Clarence St., Sydney, NSW 2001. Caters to medium to upper part of market; wants unusual pieces.

25143 — JAPAN — Patio & poolside furniture, umbrellas. Yasuda & Co., Ltd., Import Planning Dept., Attn: M. Honda (I, D), 2-11 Kanda Ta-cho, Chiyoda-ku, Tokyo (101).

Office furniture

25223 — SWEDEN — Revolving shutters, plastic, for office cabinets, desks etc. Kf Interior Offentlig Miljo. Attn: Mr. S. Hall (I, A, M), Box 27185, S-102 52 Stockholm 27. WTDR 5/72.

Partitions, shelving, lockers, office, store fixtures

25410 — DENMARK — Supermarket and grocery store fixtures, wood. Catalogs, descriptive material requested. Dansk Kobmands-Inventar A/S Attn: N. C. Macholm, Mgn. Dir. (I, D), 8 Glerupvej, DK-2610 Rodovre. Mr. Macholm will visit New York and Dallas May 2-8 with group of 50 Danish supermarket and grocery store owners. Macholm would appreciate material from U.S. manufacturers prior to his arrival in New York. He may also be contacted May 2-5 at Hotel Belmont, Plaza, Lexington Ave. & 49th St., New York, N.Y.

Paper mills

26210 — GERMANY — Creped paper, annual quantity 300 tons. Knufermann & Middendorf GmbH, Contact: Herr Kauke (M, D), 586 Iserlohn, Postfach 396.

26210 — ISRAEL — Paper fabric for surgical gowns. Warmat Seating Furniture Manufacturers (E, M), 7 Tuval St., Ramat Gan. Interested in exclusive agency later.

26213 — JAMAICA — Coated printing and converting paper, coated one side and coated two sides. Request sizes available, quotations c.i.f. Kingston for both types. Jamaica Graphic & Printing Supplies Ltd. Contact: Dudley Ainsworth, Mgn. Dir. (I, D), 38 Beechwood Ave., Kingston 5.

26214 — NIGERIA — White mechanical paper of 70 grams per sq. meter, 30" wide, by 40" diameter, by 3" code. Requirement: 45 tons per quarter. Quotations c.i.f. Lagos. Fouzat C. Jarmakani, Dir., Blue 5 Co. Ltd. (I, M), 243/245 Apapa Rd., Ijora, P.O. Box 28, Apapa, Lagos. WTDR 3/73.

26215 — JAMAICA — Coated and uncoated bristol board paper; thickness: .008 or .012 inches. Request quotations c.i.f. Kingston on both types, also on any odd sizes or mill overruns in stock. Jamaica Graphic & Printing Supplies Ltd., Contact: Dudley Ainsworth, Mgn. Dir. (I, D), 38 Beechwood Ave., Kingston 5.

26216 — JAMAICA — Bond paper; size: 22" x 34"; weight: 16 lbs. or 20 lbs. Quotations c.i.f. Kingston on this and also on any odd sizes or mill overruns in stock. Jamaica Graphic & Printing Supplies Ltd. Contact: Dudley Ainsworth, Mgn. Dir. (I, D), 38 Beechwood Ave., Kingston 5.

26217 — BELGIUM — Pure brown kraft paper for bags. Interested in buying 2000 tons annually in substances of 75 gr. sq.m. and 90 gr. sq.m. in reels with outward diameter up to 100 cm. Carton Prime, P.V.B.A. (I, D), 98 Noorderlaan, 2030 Antwerp.

26217 — BELGIUM — Machine glazed, pure, kraft wrapping paper on reels, different widths, outer diameter 40 cm, core 7 cm. Direct purchase & agency. De Meulenarere Octave, P.V.B.A. (I, D), Akkerstraat 40, 9000 Ghent.

Paperboard mills, products

26311 — FIJI — Corrugated paper: unbleached corrugating medium—117 gsm (24 lbs. per thousand sq. in.); unbleached corrugating liner—172 gsm (35 lbs. per thousand sq. in.), 230 gsm (47 lbs per thousand sq. in.), 312 gsm (64 lbs per thousand sq. in.). Specifications: widths—28" to 53", weight of reels—not to exceed 2000 lbs., core inside diameter 3-1/2", maximum reel diameter—45". Requirements: medium, 540 tons per yr.; liner, 490 tons per yr. Catalogs, descriptive materials requested Pacific International airmail. Kiwi United (South Pacific) Ltd. (I, M, D), Queens Rd., P.O. Box 427, Suva. WTDR in prep. Monthly shipments would be preferred; prices to be quoted in U.S. dollars, c.i.f. Suva. Payment: term draft 60 days after shipment.

26312 — ISRAEL — 50 tons embossed cone paper of 280-290 G/M2 grammature in reels of 45 cm. width, 36" outside diameter. Five colors required; each color 10 tons. Avigdor Kinstler Paper Spools Factory Ltd. (M), 28 Aboulafia St., Tel Aviv.

26315 — BURUNDI — Manila paperboard (containing no wood), 150 GSM (grams per square meter); dimensions: 56 by 88 centimeters; five different colors; reams of 100 sheets. Manila paperboard, 250 GSM (containing no wood), dimensions: 56 by 88 centimeters; five different colors; reams of 100 sheets. Cardboard for binders, 150 GSM and 250 GSM. White bristol, 200 GSM. Correspondence in French. Papeterie de Bujumbura, Mr. Gino Ghelli (I, D), B.P. 240, Bujumbura. Samples, catalogs, descriptive material requested. Payment by irrevocable and confirmed letter of credit. Prices f.o.b. port of exit and, if possible, c.i.f. Dar es Salaam, Tanzania. Goods should be securely packed against damage, pilferage.

Converted paper, paperboard items

26410 GERMANY — Coated, processed paper, melting point 160-180 degrees centigrade. Annual quantity: 200 tons. Knufermann & Middendorf GmbH, Contact: Herr Kauke (M, D), 586 Iserlohn, Postfach 396.

26410 — NIGERIA — Gummed craft paper of 80 grams per sq. meter plus 24 grams gummed, 28" wide, by 24" diameter, by 2-1/2" core. Requirement for 36 tons per quarter year order. Quotations desired c.i.f. Lagos. Fouzat C. Jarmakani, Director Blue & Co., Ltd. (I, M), 243/245 Apapa Rd., Ijora, P.O. Box 28 Apapa, Lagos.

26410 — UNITED KINGDOM — 5 metric tons perforated metallised paper 0.127 mm. following roll dimensions: 40.6-61.0 cm. wide, 40.6-50.8 cm. diameter (50.8 preferred), 63.5-76.2 mm. center bore; for use in manufacture of high voltage electric cables as a screening wrapper. AFI Cables Ltd., A. R. Camp, Purchasing Officer. (M), Gravesend, Kent DA11 9AF.

26411 — ISRAEL — Chrome coated white paper for selfadhesive labels in rolls. Esta Sirtey Hadbaka Ltd. (I, M), P.O. Box 18167, Tel Aviv.

26414 — NIGERIA — Clear P.V.C. self adhesive tape, 24" wide by 12" diameter by 2" core. Requirement for 10 tons per yr. Mr. Fouzat C. Jarmakani, Dir., Blue & Co. Ltd. (I, M), 243-245 Apapa Rd., Ijora, P.O. Box 28, Apapa, Lagos. WTDR 3/73.

26416 — NETHERLANDS — Special coated paper. Exclusive representations for Benelux countries. W. H. Bijl (I, A, D), P.O. Box 547, Industrieterrein De Kronkels, Bunschoten. WTDR 3/73.

26432 — GERMANY — Plastic netted shipping bags, size 20" to 31"; rolls of plastic, synthetic silk, cotton netting material from which shipping bags can be made. Prices c.i.f. German ports. Rhein-Main Verpacking (I, D), D-6503 Mainz-Kastel Postfach 92.

26472 — FIJI — Toilet paper: 2 ply and 1 ply. Specifications: various colors, roll diameter—not to exceed 33", core inside diameter—3", width—59-1/2". Requirements: tonnages—200 tons of 2 ply and 200 tons of 1 ply per yr. Catalogs, descriptive materials requested Pacific International airmail. Kiwi United (South Pacific) Ltd. (I, M, D), Queens Rd., P.O. Box 427, Suva. WTDR in prep. Monthly shipments would be preferred. Prices to be quoted in U.S. dollars, c.i.f. Suva. Payment: term draft 60 days after shipment.

26492 — ISRAEL — Crepe paper (lacquered) in rolls for masking tape. Esta Sirtey Hadbaka Ltd. (I, M), POB 18167, Tel Aviv.

Books

27315 — BOTSWANA — Books of all types, especially educational, popular fiction, history, social sciences; particularly interested purchasing paperbacks. Catalogs, price lists requested. Via Africa (Botswana) Ltd. (I, M, R), P.O. Box 332, Gaborone. WTDR 3/73. Firm located in center of rapidly growing capital of Botswana. Sells books to public and companies, and educational books to schools. Firm very interested purchasing U.S. books. Requests assistance obtaining credit facilities.

Greeting card publishing

27711 — FRANCE — Greeting cards, Christmas, other seasonal cards, printed without text, but space for French text to be added by Marasco. Requests samples with f.o.b. French port prices. Direct purchase & agency. Editions Dart Marasco, S.A. (I, D), 234 Route Des Romains, 67200 Strasbourg-Koenigshoffen.

Industrial chemicals

●28120 — ZAIRE — Chemicals used in making plastic-based and oil-based paints, soap powders, detergents. Societe Commerciale de Preparations Chimiques (Prechimco), P.O. Box 295, Kisangani.

28123 — CYPRUS — About 20-25 long tons of sodium hydroxide (caustic soda flakes) 98/99%. Quote c.i.f. Cyprus. Quarterly requirement. Ambrosia Oils & Margarine Industry Ltd. (I, M), P.O.B. 3556, Nicosia. Firm only one of its kind on island; currently setting up a soybean oil extraction plant.

28151 — ITALY — Benzol, toluol, xylol; annual requirements: 3,000 metric tons each product in 3 or 4 shipments. Production of Eastern and South Eastern regions of the U.S. preferred. Chemverga S.R.L. (I, D), Via G. Romagnosi 20, 00196 Rome.

28152 — YUGOSLAVIA — 500 tons annually stabilization chemicals and coloring dyes as required for processing for 25,000 tons PVC annually; diop softener 4,000 tons annually. Jugovinil (M), Kastel Sucurac, 58212. WTDR in prep.

28153 — GERMANY — Synthetic organic color pigments. Direct sale & agency. Heinrich Treffert (M, D, I), D-6530 Bingen/Rhein, Postfach 55.

28160 — TURKEY — Zinc oxide pigments in powder form to be used in manufacture of rubber conveyer belts. Impa (I), 1330 Sokak No. 27, Akcahan: Kat 2/10, Izmr. Desires earliest delivery dates, price, quotations for 50 tons.

28163 — GERMANY — Inorganic color pigments. Direct sale & agency. Heinrich Treffert (M, D, I), D-6530 Bingen/Rhein, Postfach 55.

28182 — ISRAEL — 100 tons ethylene oxide. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., P.O. Box 29868, Tel Aviv. 10 tons immediate shipment.

28182 — ITALY — Ethyl acetate, styrene monomers, acetons; annual requirements: 3,000 metric tons each product in 3 or 4 shipments. Production of Eastern and South Eastern regions of the U.S. preferred. Chemverga S.R.L. (I, D), Via G. Romagnosi 20, 00196 Rome.

28183 — TAIWAN — Ethylene vinyl acetate. International Industrial Corp. (I, M), P.O. Box 22205 Taipei.

28185 — BELGIUM — Reagent grade organic chemicals. Interlaboratoire S.A., Attn: R. Nivelle, Mgr. (I, D, A), 27 Ave. de la Plaine Des Sports, 1970, Wezembeek, Brussels. Mr. Nivelle will visit U.S. in September.

28185 —CYPRUS — About 10-15 long tons of maleic acid anhydride 99.5%; quarterly requirement. Quote c.i.f. Cyprus. Ambrosia Oils & Margarine Industry Ltd. (I, M), P.O.B. 3556, Nicosia. See listing 28123—Cyprus.

28185 — ITALY — Butyl alcohol and isobutyl alcohol; annual requirements: 3,000 metric tons each product in 3 or 4 shipments. Production of eastern and south eastern regions of US preferred because lower transportation cots. Chemverga S.r.r.l.)d, a), Via G. Romagnosi 20, 00196 Rome.

28192 — CYPRUS — About 25 long tons of highly activated bleaching earth tonsil optimum. Quote c.i.f. Cyprus. Quarterly requirements. Ambrosia Oils & Margarine Industry Ltd. (I, M), P.O.B. 3556, Nicosia. See listing 28123—Cyprus.

28198 — TURKEY — Chemical catalysts used to speed up vulcanization process. Impa (I), 1330 Sokak No. 27, Akcahan, Kat 2/10. Izmr. Desires earliest delivery dates, price quotations.

28199 — BELGIUM — Reagent grade inorganic chemicals. Interlaboratoire S.A., Attn: R. Nivelle, Mgr. (I, D, A), 27 Ave. de la Plaine des Sports, 1970, Wezembeek, Brussels. Mr. Nivelle will visit U.S. in September.

Synthetic materials

28210—BOLIVIA — Resins for making plastics, paints, catalogs, samples desired. C.U.S.A. (I, A, D), Casilla 1507, La Paz. Cable address: Liquid.

28212 — NETHERLANDS — MXXT and MS cellophane. Samples requested. Vermeulen N.V. (I), Emmakade ZZ 74, Leeuwarden, Attn: J. Hogenboom. Firm expects to place 100 ton order; export price should be highly competitive.

28213—INDIA—50 metric tons optical grade cellulose acetate sheets for fabricating spectacle frames. Agents (India) Pvt. Ltd. (I), United India Bldg., Sir P.M. Rd., Bombay 400.001.

28214—ISRAEL—Cable quote 250 tons phenol crystals c.i.f. Ashdod. Delivery: four shipments against C.O.D. payment, including commission. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., P.O.B. 29868, Tel Aviv Cable address: Chemin Tel Aviv.

28214 — TURKEY — Toluene diisocyanate or another aromatic or oleofatic resin and satiated polyester or polyether resin to be used in producing polyurethane foam. Direct purchase & agency. Erdem Laboratuari (M), Mesrutiyet Caddesi No. 207. Interested parties should write to firm, designating method of production as this will affect the type of production equipment to be obtained.

28219—KUWAIT — Polypropylene and polyethylene resins. Material will be used in manufacture of polypropylene woven sacks which will have polyethylene liners. Company wishes place order for 1750 tons polypropylene resins and 750 tons plyehtylene resin. Packaging & Plastic Industries Co. (I, D, R, M), P.O. Box 5120, Kuwait. Cable: Package; Telex: 21576 Petroserv Kwtn, Attn. Mr. Salah Sultan. Company setting up factory which will have annual production capacity 12 million polypropylene sacks. Delivery made in four lots, with first order not later than July 1973.

28220 — TURKEY — Synthetic rubber suitable for manufacture of conveyer belts: Impa (I), 1330 Sokak No. 27, Akcahan, Kat 2/10, Izmir. Desires earliest delivery dates, price quotations for 50 tons.

28232—ETHIOPIA—Rayon viscose filament 150 denier, bright, on cones, 20 tons. Ethiopian Fabrics Share Co. (M, D, I), Kagnew Rd., P.O. Box 602, Asmara.

28240 — ISRAEL — Synthetic fibre for reinforcement of masking tape in rolls. Esta Sirtey Hadbaka Ltd. (I, M), P.O.B. 18167, Tel Aviv.

28242—ETHIOPIA — Polyester viscose 65/35% blend NE (English count) 32/2 on cones, gray, 25 tons. Polyester viscose 65/35% blend NE 40/2 on cones, gray, 25 tons; polyester cotton 65/35% blend NE 34/2 on cones, raw white, 50 tons. Ethiopian Fabrics Share Co. (M. D. I), Kagnew Rd., P.O. Box 6602, Asmara.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28411—AUSTRALIA — Metal cleaners, containing acid wetting agent or inorganic fillers, bulk. Hardman Chemicals Pty. Ltd., Eric R. Barton, Marketing Mgr. (I, D, M), Park Rd., Seven Hills, NSW 2147. WTDR 8/72.

28423—AUSTRALIA — Metal stripper agents. Hardman Chemicals Pty. Ltd., Eric R. Barton, Marketing Mgr. (I, D, M), Park Rd., Seven Hills, NSW 2147. WTDR 8/72.

Gum, wood chemicals

28612—ITALY—Tall oil containing approximately 15 or 20 percent distilled rosin acid. Direct sale & agency. Metalchimica (I, A, M), Strada Rangiotti, 100072 Caselle Torinese. Firm requires 1000 metric ton annual.

Chemical products

28921—ISRAEL — Minimum 1,000 tons ammonium nitrate. Requests replies as soon as possible. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., P.O. Box 29868, Tel Aviv.

28992—TAIWAN—Collodion for making stencil paper; amide of fatty acid for making stencil paper; oleic acid for making stencil paper. International Industrial Corp. (I, M), P.O. Box 22205.

28993 — AUSTRALIA — Galvanizing fluxes, chemicals. Hardman Chemicals Pty. Ltd., Eric R. Barton, Marketing Mgr. (I, D, M), Park Rd., Seven Hills, NSW 2147. WTDR 8/72.

28993—BELGIUM — N-methyl-n-oleoyltaurine sodium salt, sometimes sold under following indications: sodium n-methyl-n-oleyol-taurine, or n-methyl-n-oleoyl-ethylaminesulphonic acid. Agfa-Gevaert N.V. (M), Septestraat 27, B-2510 Mortsel. WTDR 11/72. Offers should be addressed to Mr. H. Lenaerts, Mgr., Purchasing Dept.

Petroleum refining

29110—TAIWAN—Refined white paraffin wax, melting point 142-145 F, oil content 0.2%. International Industrial Corp. (I, M), P.O. Box 22205, Taipei.

Tires, tubes

30110—NIGERIA — Tires, quality line for trucks, agricultural tractors and earthmoving equipment. Intial ordering planned at 500 units per mo. Mr. Baddy G. Solomon, Mgr. Dir., Mo-Mile Retreaders (Bandag) Ltd. (I, M), 30A Cappa Ave., Palmgrove Estate, P.O. Box 16, Yaba, Lago. Interested in exclusive agency or distributorship arrangement with U.S. firm not presently represented in Nigeria.

Fabricated rubber products

30691 — TURKEY — RSS-1 (one) quality natural raw rubber for manufacture of conveyer belts. Impa (I), 1330 Sokak No. 27, Akcahan, Kat 2/10, Izmir. Desires earliest delivery date, price, quotations for 100 tons.

30695 — TAIWAN — Life rafts (rubber) Kind John Trading Co., Ltd. (I, M), P.O. Box 668, Taipei.

Plastic products

30790 — GERMANY — Pseudo-metallic wall tiles for home interiors, other wall coverings, plastic home decorations for do-it-yourself; bathroom equipment, decoration; shower cabinets, bath tub closures, all foregoing from plastic material. Ridder Plastic, Contact: Juergen Ridder (M. I. D), D-5408 Nassau/Lahn, Postfach 247.

30790 — UNITED KINGDOM — Plastic bathroom accessories. Prestige Group Ltd., J'A. Bloxcidge, Dir., Gen. Mgr., U.A. Housewares Div. (M, I, Exporter), 14-18 Holbor, London E.C.1.

30791 — BELGIUM — Corrugated PVC sheets for roofing purposes. Scala Plastics P.V.B.A. (I, D), Wetterstraat 124, 9200 Wetteren. WTDR 2/73.

30791—FRANCE — Plastic film (polyethylene-nylon-polyethylene) for manufacture of bags to contain motor oil—20 tons per mo. Erel (M), Rue Marguerite, 91—Athis-Mons. Firm would consider becoming agent.

30791 — ISRAEL — PVC hard film in rolls. Esta Sirtey Hadbaka Ltd. (I, M), POB 18167, Tel Aviv.

Leather gloves, mittens

31510—SWITZERLAND—Leather work

gloves. D. Dzialoszynski (A, I), Spalenring 40, 4055 Basel. WTDR 3/73.

Leather goods

31990 — GERMANY — Western style saddles/saddlebags. Sport Krekels (contact: Mr. A. Krekels) (I, D, R), 415 Krefeld 1, Ostwall 126.

Glass, glassware

32293—BOLIVIA — Fiberglass matting, for making reinforced clear roofing. Same material also used, reportedly, for making automobile bodies. Catalogs, samples desired. C.U.S.A. (I, A, D), Casilla 1507, La Paz. Cable address: Liquid.

Concrete, gypsum, plaster products

32750—SAUDI ARABIA—"W" and "T" shaped aluminum ceiling section 30,000 meters each type. "W' shaped each side at right angle to other, three sides 1.5 centimeters, fourth side (on outside of 2) 2 centimeters. "T" shaped, top line 20 centimeters and vertical line 40 centimeters in both "W" and "T" types. Contact: Mr. Ahmed Gizawi, Mgr. National Gypsum Co. (I, D, M), P.O. Box 187, Riyadh. Prices c and f Dammam for 30,000 meters of each, annual requirement about 50,000 meters of each type.

Steel mill products

●33100 — UNITED KINGDOM — Protected corrugated iron sheeting for aircraft hangar at RAF Lakenheath, Suffolk. Tenders to be invited in May; work to start in June, for completion in September. Estimated cost of project £75,642. Additional information available from Mr. J. W. Rose, Depot Superintendent, Property Services Agency, Lakenheath Works Depot, RAF Lakenheath, Brandon, Suffolk IP27 9PP—phone: Eriswell 2591 Ext. 1.

●33100—SUDAN—500 metric tons, high tension steel reinforcement; 100 metric tons, mild steel reinforcements; 50,000 square meters, steel fabric reinforcements; 200 metric tons, hollow steel sections. Request for a copy of specifications and tender documents should be submitted to Project Director, Sudan Education Project, Ministry of Education, P.O. Box 118, Khartoum Central, Democratic Republic of the Sudan before May 15. Deadline for submission of bid not known.

33120—JAMAICA — 14 gauge x 12.5" galvanized coil; QW gauge x 13.5" galvanized coil. Quantity: 300 tons annually. Quotations; c.i.f. Kingston. Tropical Metal Products Ltd., Contact: Easton McKinley, Mgr. Dir. (I, M), 18 West Port Ave., Kingston, P.O. Box 41. WTDR 3/73.

33120 — TURKEY — Unpickled, unoiled hot rolled steel sheets. Desires 3000 tons 1.5 millimeter thick sheets, 1000 tons 2 millimeter thick sheets, and 1000 tons 3 millimeter thick sheets. Rolled sheets should have maximum weight of six tons. Meko Metal ve Docum Endustrisi Anonim Sirketi (M), Posta Kutusu 843, Izmir. Urgently requires rolled steel sheets in amounts stated above. Desires f.o.b. and c.i.f. price quotations, estimated delivery date.

33121—TURKEY—Foundry pig iron in ingot form; quantity 12,000 tons. Maximum weight individual pieces: 30 KGs as per following specifications: SI 3-3.5%; C 3-3.70%. To be used in manufacture of cast iron radiators. Price should be given on f.o.b. (stowed and trimmed) and CF basis. Goods should be controlled at shipping port for conformance to quantity and specifications by international supervising firm at sellers expense. Loading point must be able to accommodate ship of 6000 tons. Daily quantities loaded should be 1000-1500 tons. If purchase made on f.o.b. basis, transport may be made by Turkish or foreign flag vessels. Sellers should assist purchaser, at purchaser's request, in procurement of vessel. If goods not available for loading by deadlines to be agreed upon seller would agree bear all costs of hiring of vessel plus bank charges and demurrage costs, if any. Supplier should present proforma invoices to buyer in ten copies for amount of 12,000 tons in conformity with above requirements. Shipment of 6,000 tons should be made by second half of April 1973. Remaining 6,000 tons should be shipped during second half of June 1973. Turk Demir Dokum Fabrikalari A.S. (M), Alibeykoyu Yolu 31, Silahtaraga, Istanbul. Interested firms should cable offers to De-Dokum Istanbul or Telex 151-Istanbul Dedokum.

33122 — BELGIUM — Semi-finished steel products (ingots and slabs). Cockerill S.A. (Exporter, I), Rue D'Harscamp, 60, Liege 4000. WTDR 5/72. Requests prices c.i.f. Antwerp. Princpal characteristics of steel: ingots: height 2350mm. max; slabs: width 900 to 2070mm. width 900 to 2200mm.; length 9500 to 10500mm.; thickness: 180 to 220mm. Weight for ingots and slabs: 16.4 tons for 1000mm. in width with absolute limit of 25 tons. Rimmed LD steel out of open ingot mould desired. (Electric or Siemens Martin steels would be acceptable. SAE 1006-1008-1010 quality SAE 1008 preferred) with mn. 0.250 to 0.400 desired. Prices requested urgently by telex to 41246, Leige, Belgium Tonnage desired: 10,000 tons per mo. for one year starting next September. Any offer for minimum quantity over 10,000 tons will be considered. Contact: J. N. Uyttebrock.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

26213—KOREA — Baryta coated paper for use in manufacture of photographic paper. Dai Han Film Co., I td. (M, I), 55 I-KA, Ulchi-Ro, Chong-Ku, Seoul 100. Annual requirement approximately one million square meters.

26217—JAPAN—U.S. kraft liner board — 40" diameter rolls; substance (weight) 126, 160, and 186 grams/sq. meter. Widths: 29", 31", 33", 35", 37", 41", 43", 45", 47", 49", 51", 53", and 55". Wishes to purchase 500-2,000 tons per mo. total of above sizes. Quote c.i.f. Hong Kong plus 2 percent agent's commission. Williams International, Ltd., Attn: William Y. L. Tang, Mgr.—Hong Kong (I, A, D), 806-7 International Bldg., Des Voeux Rd. Central, Hong Kong. Supplies needed urgently.

26311 — HONDURAS — Suitcase fiberboard. Quotations requested on widths, thicknesses; catalogs. 10-20 tons required every three mos. Manufacturas Diversas, S.A., Attn: Taufice M. Mourra (M), Apartaado Posta 1170, Tegucigalpa, D.C. WTDR 4/72. Plant running short and wishes to buy from U.S.

28163 — ICELAND — Synthetic yellow iron oxide comparable TY "MY 50" of Morris Asby Ltd., of UK or type 920 from Bayer of Frg., or equal. Sjofn Efnaverksmidja, Subsidiary of KEA. Contact: Adalsteinn Jonsson (I, D, M), c/o KEA P.O. Box 89-91, Akureyri. Cable "Sjofn" Telex "2083 Samband Is." WTDR 6/72.

28912 — KOREA — Gelatin for use in manufacture of photographic film and papers. Dai Han Film Co., Ltd. (M, I), 55 1-Ka, Ulchi-ro, Chung-ku, Seoul 100.

33120 — KENYA — Fabricated steel products: joists, universal beams, hot rolled (or extruded) angle and channel, flat iron, high tensile bars, hot formed hollow sections, cold formed sections and tubes, coils, sheet, and plates. Initial order expected to be about $400 000. Datini Mercantile Ltd. (I, D), P.O. Box 74674, Nairobi; Telex 22078; Telegraphic address "Scaflex—Nairobi." WTDR in prep. Interested American firms which respond to inquiry will receive detailed list of sizes, quantities desired directly from Datini Mercantile by telex.

33127 — ECUADOR — 5,000 tons, corrugated structural iron bars, ASTM standard A 15, ASTM corrugation A 305, assorted gauges ranging from ⅜" to 1¼", intermediate grade, yields 2,800 kgs. per sq. cm. 5,000 tons, ditto except hard grade, yield 3,500 or 4,200 kgs. per sq. cm. Telegraphic price quotations requested. Mercantil Importadora Sucesores A. Ginatta C.A. Joyce Higgins De Ginatta, gen. mgr. (I, D, R), Cable Address: Ginatta Guayaquil. Mailing Address: P.O. Box 5124, Guayaquil. WTD 2/73.

33512 — KOREA — Phosphorus bronze rods, bars, specifications equivalent to Japanese Industrial Specification (JIS) H3741—PBB3-H, in following dimensions, quantities: 20 mm—500 kg, 30 mm—1,000 kg, 40 mm—2,000 kg, 50 mm—1,000 kg, 60 mm—1,000 kg, 70 mm—500 kg, 80 mm—1,000 kg, 90 mm—500 kg, 100 mm—300 kg, 110 mm—200 kg, and 120 mm—200 kg. Dong Yang Warner Corp., Attn: Kyu-man Chung (I, M), 233 Changsa-Dong, Chongro-ku, Seoul 110. Urgently seeks U.S. quotations; firms may submit by telex or cable. Telex No.: "Dy-warner 27223," Seoul. or cable address: "Hanmi-auto," Seoul.

33122—ITALY — Low carbon, effervescing steel slabs. If quotations acceptable, orders may amount to from 15,000 to 20,000 m.t. Firm may be approached by Telex: 270600 Genova for Mario Ferraris 585698. Request replies as soon as possible. Mario Ferraris Agencie (I, A, D), Via Cesarea 2/42-A, 16121 Genoa. WTDR 12/72.

33124 — ICELAND — Steel bars for reinforcing concrete. KEA, Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R, M), P.O. Box 89-91, Akureyri. WTDR 6/72.

33124 — ITALY — Stock and declassed hot rolled iron plates of various dimensions from 6 millimeters to 100 millimeters thick. Requests replies ASAP—delivery within one month approx. from date of order. If quotations acceptable, orders may vary from minimum of 1,000 MT. to 5,000 MT. Firm may be approached also by Telex 28193—Idealam-Genova. Alfonso Donati (I, A, D), Via Venti Settembre 34/7, 16121 Genova. WTDR 1/73. Firm has pressing demands.

33124—NEW ZEALAND—Hot rolled annealed steel rounds (black bar condition) and flats (rolled edge, concave) in grades SAE 5160 and British EN 45A, for automotive suspension spring manufacture. Can contract for year's requirements in various sizes totaling around 900 tons. Federal Industries Ltd. Attn: Mr. D. Parsons. (M), P.O. Box 36-038 Lower Hutt. WTDR 2/72.

33127—ECUADOR — 4,000 tons, structural iron bars, ASTM A-615 yield point 60,000 lbs. per sq. in., assorted gauges ranging from ⅜" to 1". Telegraphic price quotations requested. Mercantil Importadora Sucesores A. Ginatta C.A. (I, D, R), Cable Address: Ginatta Guayaquil. Mailing address: P.O. Box 5124, Guayaquil. WTDR 2/73. Joyce Higgins de Ginatta, Gen. Mgr.

33127 — GERMANY — Galvanized cold rolled sheet steel, coils and strips, on pallets of 4 metric tons weight in various dimensions from 0.75mm. to 1.25mm. by 125mm.; and 0.5mm. to 1.00mm. by 100mm. to 200mm. Quotations c.i.f.; period of delivery less than three weeks. K. Eisenbach Kg (M, D), D-6 Frankfurt/Main; Roedelheimer Landstr. 75.

33150 — TURKEY — Zinc galvanized steel wire with diameter of 0.75 millimeters and with tensile strength of 140-150 kilograms per sq. meter; zinc galvanized steel wire with diameter of 0.75 millimeters and with tensile strength of 80-90 kilograms per sq. meter. Tipo Matbaacilik (M), 2334 Sokak No. 8, Izmir. Requests earliest delivery dates, price quotations for 20 tons. Wire to be used for local manufacture of staples.

33155 — INDONESIA — Low carbon, milled steel wire rod between 6.4 to 19 MM diameter for manufacture of bolts and nuts. Require delivery of 200 tons per mo. beginning with first delivery end of June 1973. Possible increase in requirement to 220 tons per mo. after abouth five mos. Prepared to open business relations on L/C basis. Request replies as soon as possible. Pt. Moon Lion Industries Indonesia (M), J1. Lautze 34 A, P.O. Box 2269, Jakarta. Cable: Tyco Jakarta. WTDR in prep.

33159—BELGIUM—Flexible steel mesh (bronze coated) curtain to be used for protective screens for open fires, on rolls, widths: 46 cm. and 71 cm. Direct purchase & agency. V.F.M. (Verkoop En Fabrikatie Van Metaalprodukten) N.V. (manufacturer), Fabriekstraat 3A. 3800 Sint Truiden.

33167—JAMAICA—20 gauge x 8" mild steel coil. Quantity: 130 tons annually. Quotations c.i.f. Kingston. Tropical Metal Products Ltd., Contact: Easton McKinley, Mgn. Dir. 18 West Port Ave., Kingston 11, P.O. Box 41. WTDR 3/73.

33167 — TURKEY — Pickled, oiled cold rolled steel. Desires 1000 tons with thickness of .8 millimeters, 4000 tons with thickness of one millimeter. Meko Metal Ve Dokum Endustrisi Anonim Sirketi (M), Posta Kutusu 843, Izmir. Desires f.o.b., c.i.f. price quotations, estimated delivery date.

Rolling, drawing, extruding of nonferrous metals

● **33500 — GREECE** — The Hellenic Telecommunications Organization S.A. "OTE," Athens, invites bids on naked copped-clad and PVC insulated copper clad steel wire. Bid deadline May 24. Tender No. 6999. Specifications available from Materials Division, Copper, Lead and Zinc Program BCABP-458, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2438).

● **33500 — INDIA** — Directorate General, Supplies and Disposals, New Delhi, invites bids on cables U/G, 10 KM; jointing material 100 sets for above cables for 100 joints. Tender documents available from the India Supply Mission, Washington, D.C. 20008 at a cost of $2.70. Bid deadline May 29. Tender No. ES-9/202/39/320/Cell-34.

33522 — JAMAICA — 20" x 16" colored aluminum coil; 20" x 16" stucco embossed aluminum coil; quantity: 20 tons monthly. Quotations c.i.f. Kingston. Tropical Metal Products Ltd. Contact: Easton McKinley, Mgn. Dir. (I, M), 18 West Port Ave., Kingston 11, P.O. Box 41. WTDR 3/73.

33526—AUSTRALIA—Aluminum tubing for use in heat exchangers in petroleum and mining industries. Ex-Bar Pty. Ltd. (I, M), 90 Silverwater Rd., Lidcombe, NSW, 2141 WTDR 3/73. Firm requires immediately 40-50,000 feet of tubing for heat exchangers in each of the following sizes: ¾ inch (O.D.), 14 BWG; 1 inch 12 BWG; 1¼ inch 12 BWG. Good prospects repeat orders.

33578 — ICELAND — Electrical wire, cable for residential, industrial construction. KEA, Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R, M), P.O. Box 89-91, Akureyri. WTDR 6/72.

Nonferrous foundries

33610 — CHILE — Aluminum pots and pans, 65,000 units. Cooperativa Unicoop Ltda., Carlos Bennett, Comm. Mgr. (R), Casilla P.O.B. 13514 Santiago. Firm hopes to complete purchase arrangements as soon as possible.

33620—NIGERIA—M S 60 brass for die casting. Requirement for 30 tons per quarter yr. order. Mr. Fouzat C. Jarmakani, Dir., Blue & Co. Ltd. (I, M), 243/245 Apapa Rd., Ijora, P.O. Box 28, Apapa, Lagos. WTDR 3/73.

Cutlery, hand tools, general hardware

34230 — UNITED KINGDOM — Do-it-yourself and hobby products. Smith & Davis Ltd., K. Simpson, Mktg. Mgr. (I, M), Beacon Works, Friar Park Rd., Wednesbury, Staffordshire WS10 0JU.

34231 — CHILE — Assorted hand tools, screwdrivers, hammers, etc., 50.000 units each tool. Cooperativa Unicoop Ltda., Carlos Bennett, Comm. Mgr. (R), Casilla P.O.B. 13514 Santiago. Firm hopes to complete purchase arrangements as soon as possible, seeking 180 days credit for purchase.

34231 — BELGIUM — Tools, mechanics, hand service. Artifex S.P.R.L. (I), Rue F. J. Navezstraat, 1030, Brussels.

34232 — BELGIUM — Agricultural edge handtools. Artifex S.P.R.L. (I), Rue F. J. Navezstraat, 1030 Brussels.

34233 — SWEDEN — Electricians hand tools. Elverkstjanst AB (Electrical Engineers), Hasthagsvagen 29, S191 47 Sollentuna.

Heating apparatus, plumbing fixtures

34310 — UNITED KINGDOM — Metal bathroom fixtures, accessories. Prestige Group Ltd. J. A. Bloxcidge, Dir., Gen. Mgr., U.K. Housewares Div. (M, I, Exporter), 14-18 Holborn, London E.C.1.

34333 — BELGIUM — Convectors, oven. Direct purchase & agency. Sabemap—S.A. Pour l'Extension de la Mecanique Dans l'Alimentation et d'Exploitation Des Fours Electriques (I, D), 708 Chaussee de Louvain, 1030 Brussels.

34336 — GREECE — Central ventilating systems composed of concrete or asbestos sections for apartment or office buildings. Should include main vertical duct and individual "S" pipes to eliminate back draft (referred to here as "shunt" system). G. Panadis & Co. (M), 22 Aristotelous St., Thessaloniki, Attn: Mr. Filippou.

34336 — ISRAEL — Incinerators to be installed in existing buildings without causing ecological problems. Supaco Engineering & Supply Co. Ltd. (I, A, M), 11 Shveel Hahalav, P.O. Box 9006, Tel Aviv. WTDR 12/72. Interested in visiting above type plant, also like to work on exclusive agency basis. Mr. Kolin visiting the U.S. in April.

Metal stampings

34611 — CHILE — Enameled cookingware, 65,000 units. Cooperativa Unicoop Ltda., Carlos Bennett, Comm. Mgr. (R), Casilla P.O.B. 13514 Santiago. Firm hopes complete purchase arrangements as soon as possible.

Coating, engraving, allied services

34790 — AUSTRALIA — Metal painting (enameling, laquering, varnish). Direct purchase & agency. Hardman Chemicals Pty Ltd. Eric R. Barton, Mktg. Mgr. (I, D, M), Park Rd., Seven Hills, NSW 2147.

Fabricated wire products

34813 — IVORY COAST — Innersprings for mattresses. Correspondence in French. Mr. Claver, Simes. (M), Boite Postale 2270, Abidjan. Tel: 36 82 90.

34819 — SWEDEN — Contact clips for cables & pipes. Elverkstjanst AB (Electrical Engineers), Hasthagsvagen 29, S191 47 Sollentuna.

Fabricated metal products

34970 — ISRAEL — Aluminum foil to seal plastic cans for milk products by Gasty and Ford's cupping sealing machine; conventional closing or heat sealing to include printing by flexo-

graphia, four colors or other system of printing; thickness 0.05mm. Central Tnuva Corp. for Marketing Agricultural Products in Israel. (I), 8 Shaul Hamelech Blvd., Tel Aviv. WTDR 8/72.

34990 — JAPAN — Household metal ironing boards with folding legs. Crane Hill Co. (M, D), 14-1-102 Tsurugadai, Chigasaki City, Kanagawa Prefecture.

Engines, turbines

●35100 — EL SALVADOR — Supply and installation of two Francis type, vertical shaft, hydroelectric turbines, to operate at a net water-head of 37 meters, at 150 r.p.m., each with a nominal power of 69,300 kilowatts; including their accessories and replacement parts; and two solid-state hydroelectric turbine governors; including their replacement parts and accessories. All work awarded under this contract must start during the second quarter of 1973 and be completed during August 1976. Tender No. 398; bid deadline May 21. Comision Ejecutiva Hidroelectrica Del Rio Lempa (Cel), 9A Calle Poniente 950, San Salvador, C.A. Complete tender specifications available to interested bidders at the address above and at Harza Engineering Co., 780 So. Wacker Drive, Chicago, Illinois 60606. Embassy alerts U.S. suppliers that a similar tender to install a hydroelectric turbine at the "5 De Noviembre" Dam in 1965 was awarded to the Japanese firm of Hitachi on the basis of a much lower price.

35111 — GERMANY — Steam, gas, hydraulic turbine generator set units, parts. Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Mbh, Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. Firm seeks U.S. sources for delivery direct to less developed countries.

35112—GERMANY—Hydraulic turbines (all sizes). Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Mbh. Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

●35100 — ICELAND — Extension of Mjolka River Hydroelectric Power Station. Project known as Mjolka II will consist of horizontal pelton turbine directly coupled to three phase synchronous generator. Turbine head—417 M Netto: turbine horsepower—8400 metric. Generator to be 5,700 KW. COS 0.8. Tender No. Mjolka II; bid deadline May 31. State Electric Power Works, 116 Laugavegur, Reykjavik. Tender specifications available on a short-term loan basis from the Transportation and Capital Equipment Division, BCABP-464, U.S. Department of Commerce, Washington, D.C., 20230. ★(202-967-5589).

35190 — GERMANY — Internal combustion engines (all kinds). Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Mbh. Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

35193 — TAIWAN — Diesel engines for marine use. Kind John Trading Co., Ltd. (I, M), P.O. Box 668 Taipei.

35199 — FRANCE — Disc brakes for industrial equipment (except automobiles) and more particularly safety brakes. Seditec SARL (I, D), 24 Ave. Anatole France, 92110 Clichy. WTDR 2/73.

Special Action

33523 — AUSTRIA — Aluminum foil, thickness 0.009 millimeters, soft, high-burnished, silver, coated with colorless lacquer; in reels of a width from 800—1,000 milimeters, on steel cores with inside diameter of 70 millimeters; monthly requirement: 30-50 metric tons; aluminum foil same quality as above but not lacquered; monthly requirement: 60-80 metric tons. Inquirer seeks agency arrangement on commission basis; has experience, extensive market contacts in Austria, Middle East. Local capacity cannot meet demand. Handelsagentur M. Madulek, Attn: Mr. Brantner (I, A, D), Riemenschneidergasse 30, A-1222 Vienna.

33560—NETHERLANDS—Welded, seamless tubes for heat-exchangers fabricated of titanium, tantaloy, incolog, inconel, monel, nickel, zirconium, zircaloy hastelloy and stainless steel, also sheets, plates, forged discs, flanges and elbows in aabove metals. Apparaten En Ketelfabriek Akf, N.V. (I, M, Hout Kade 60 Goes. Firm planning trip shortly to U.S. Interested in price info from smaller manufacturers, distributors.

34411 — TAIWAN — Fabricated structural steel. Hok Kee Trading Co., Ltd. (I, M), P.O. Box 316, Taipei. Interested suppliers urged to contact subject firm as soon as possible as buyer hopes to complete purchase on emergency basis.

35351 — ECUADOR — Four conveyors, portable, attachments, to load cartoined fresh bananas from dockside or lighters into ship cargo holds. Gross weight of cartons: 28 and 43 gross lbs. power available: 60 cycle, 110/220 volt AC. Catalogs price quotations requested. UBESA Union De Banaeros Ecuatoriaanaos S.A. Attn: Director Hopfe, Mgr. (Exporter), Cable Address: Ubesa Guyaquil. Mailing Address: P.O. Box 5061, Guayaquil.

35551 — TURKEY — Three offset rotating printing presses each with 8 units accommodating conveyers, fully or semi-automatic bobbins, changers; speed: 30,000 copies per hr. Tercuman Gazetecilik ve Matbaacilik A.S. (newspaper publisher), Nuruosmaniye Caddesi, Gazisinan Pasa Sokak No. 8-10, Gagaloglu, Istanbul. WTDR in prep. Interested firms should telex offers to Telex 253-Tercuman-Istanbul, or cable to Tercuman Istanbul and airmail technical drawings, catalogs. At least two should be delivered between Sept. and Dec.

35595—HONDURAS — Clay brick-making machinery, semiautomatic or manual. Capacity 10,000 bricks daily output. Catalogs, price quotations requested. Prices should be quoted c.i.f. Amapala or Puerto Cortes. Howard C. Padgett (M), Kilometro 6, Carretera A Lepaterique, Las Torres, Toncontin, Comayaguela, D.C.

36625 — CZECHOSLOVAKIA — Primary S-bank for L-band radar system. As an option, entire complex of primary and secondary radar systems may be quoted. If price right, customer might prefer purchase whole lot from one manufacturer. Specifications: range 150 to 200 km or better; target size 2 to 5 square meters; 80 percent probability; radar system must not require construction of a building; however, customer may import a shelter house if available. Proposal must include at least three sets descriptive literature, data on radiating pattern of antennas, rotation speed, etc., plus information manufacturers may wish to provide on other equipment that should be used with system quoted, e.g. digital data processing. (a) Czechoslovak Admin. of Civil Airfields, Prague; (b) Bulgarian Civil Aviation Admin., Sofia. (A), Ing. L. Motycka, Zenit Assoc. for Foreign Trade Agencies, Siroka 9, Prague 1. Telex: 11336.

Farm machinery

●35200 — TAIWAN — 30 units of wheel type farm tractors with implements for land preparation and 30 units of rotary tillers are required by: Central Trust of China, Procurement Department, Taipei, Taiwan. Bid No. GF3-620539 with deadline of May 14.

35220 — GERMANY — Farm machinery (all kinds). Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Mbh. Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

35227—AUSTRALIA—Power lawn mowers. Benett Honda Pty. Ltd. Brian Vinson, Gen. Sales Mgr. (I, D, R, M), 2 Ralph St., Alexandria, NSW 2015.

Construction, mining, materials handling machinery, equipment

●35300—JORDAN—Ministry of Transport invites interested suppliers to participate in following tenders: (A) Design, manufacture, delivery, and erection of a phosphate mechanical handling plant at Aqaba for unloading railway hopper wagons; bid deadline May 15. (B) Design, manufacture, and delivery of five diesel locomotives; bid deadline June 5. (C) Design, manufacture, and delivery of 70 hopper wagons; bid deadline June 5. Specifications available for each tender against payment of 15 Jordan Dinars or 150 Deutsche Marks each at following addresses: Ministry of Transport of the Hashemite Kingdom of Jordan, P.O. Box 1929, Amman; and Joint Venture, Rhein-Ruhr Ingenieur GmbH., Deutsche Eisenbahn Consulting GmbH., D-6000 Frankfurt/M Lindenstr. 30, P.O. Box 17 4285, Telex 41 45 16 decon d, (Payments to be made: Deutsche Bank, Frankfurt/M, Acc. No. 92/1403). When received, a review copy of the specifications for tender (A) will be available on a short term loan basis to firms domiciled in the U.S. from the Transportation & Capital Equipment Div., BCABP-464, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-5593).

35310 — BOLIVIA — Rebuilt caterpillar tractors and roadscrapers. Catalogs desired. Buitrago Hermanos (I, A, R), Casilla 146, Potosi. Cable Add.: Buitrago.

35310 — GERMANY — Construction and related machinery (all kinds). Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Mbh, Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

35319—AUSTRIA—Plastering machines for the coating and facing of outer and inner walls with mortar (sand/cement mixture) or gypsum. Exclusive sales rights for Austria. Literature, prices requested. Kima-Maschinen O.H.G. (I, A, D, M), Wiener Strasse 10, A-8020 Graz.

35319 — FRANCE — Pipeline laying equipment for swamps, marshes including drag lines, trenchers, side booms, equipment and personnel carriers. Must be on wide track, low pressure tires or other appropriate system for swamp use, also capable of floating during high tide. Societe Miniere Commerciale (SOMICO) Attn: George Clergeaud (I, D), 21, Rue de Teheran, 75008 Paris. Interested in equipment in connection with pipeline project under study in Nigeria. If project accepted, value of equipment needed over $1 million.

35330—GERMANY — Oilfield machinery (all kinds). Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Mbh, Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

35340—GERMANY—Elevators and moving stairways. Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Bbh. Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

35340 — ISRAEL — Elevators, escalators. Signalor Ltd. (I, A, M), 11 Shveel Hahalav, POB 9006, Tel Aviv. Is interested in visiting plant; would like to work on an exclusive agency basis. Mr. Kolin visiting U.S. in April.

35350—GERMANY—Conveyors, Conveying equipment. Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und industrie Bbh. Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

35351 — LEBANON — T-Bar ski tow equipment, capable of moving 725 persons per hour up slope 1 to 1.2 km in length, for new ski development. Solic-S Hag S.A.L. (Contractor, Developer), B.P. 1119, Beyrouth, Liban, Cable: Coslag, Tel: 344 444, Gabriel Murr, Pdg. Wants lift installation to commence Sept. 1973. Willing wait approx. 2 weeks for information.

35360—GERMANY—Hoists, cranes and monorails. Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Bbh. Contact: Herr Gilbert (M, D, I), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

35362 — VENEZUELA — Two used with guarantee or new 10 ton overhead cranes, for 4.5 meters maximum lift, without girders, but with complete necessary electrical equipment and side frames with travelling system and power take-off for 120 meters of travelling distance, including eventually necessary drawings for local construction of girders. Talleres Bizkaia C.A. (M), Final Avenida Los Carmenes. El Cementerio, Caracas 104. WTDR 3/73. Willing to come to U.S. to see equipment.

35370 — GERMANY — Industrial trucks, tractors, Gesellschaft Fuer Die Entwicklung Von Landwirtschaft Und Industrie Bbh. Contact: Herr Gilbert (M, D), 5 Koeln 1, Heumarkt 14. WTDR in prep. See listing under 35111—Germany.

35370 — JAMAICA — Industrial trucks (operator riding) for tractor head towing trailers, up to 150,000 lb. capacity. Request quotations c.i.f. Kingston, catalogs. Wilkros Ltd., Contact: S. J. Williams (I, engineering & construction contractors), 45-47 Dunrobin Ave., Kingston 10 P.O. Box 72.

Metalworking machinery

35411—AUSTRIA—NC and CNC boring machines suitable for work on large components for nuclear reactor containments, other large-sized work pieces. Literature, prices requested. Voeest-Alpine A.G. Attn: Dr. Helmut Schmoelzer (M), P.O. Box 2, A-4010 Linz.

35412—AUSTRIA—NC and CNC drilling machines suitable for work on large components for nuclear rector containments, other large-sized work pieces. Literature, prices requested. Voeest-Alpine A.G. Attn.: Dr. Helmut Schmoelzer (M), P.O. Box 2, A-4010 Linz.

35414—AUSTRIA—NC and CNC grinding and honing machines suitable for work on large components for nuclear reactor containments, other large-sized work pieces. Literature, prices, requested. Voeest-Alpine A.G. Attn: Dr. Helmut Schmoelzer (M), P.O. Box 2, A-4010 Linz.

35416—AUSTRIA—NC and CNC milling machines suitable for work on large components for nuclear reactor containments, other large-sized work pieces. Literature, prices requested. Voeest-Alpine A.G. Attn: Dr. Helmut Schmoelzer (M), P.O. Box 2, A-4010 Linz.

35418 — VENEZUELA — One used with guarantee or new metal saw for rectangular cut of iron or steel bars, with 55 to 60" diameter kling, capable to cut following maximum material sizes: round bars, up to 20" 0; square bars, up to 18" 0; rectangular bars, up to 32" x 14"; I-beams, up to 40" x 18" with adequate feeding and receiving system (Transporter or Table). Talleres Bizkaia C.A. (M), Final Avenida Los Carmenes, El Cementerio, Caracas 104. WTDR 3/73. Willing to come to U.S. to see equipment.

35421 — VENEZUELA — One used with guarantee or new steel plate roller (bender) for ½" x 3 M.T. steel plate with initial curve. Talleres-Bizkaia C.A. (M), Final Avenida Los Carmenes, El Cementerio, Caracas 104. WTDR 3/73. Willing to come to U.S. to see equipment.

35422—NIGERIA—Crown cap blanking presses, associated equipment. A. A. David, Dir., Nigerian Bottling Co. Ltd. (I, D, M), c/o A. G. Leventis & Co. (Nigeria) Ltd., Iddo House (3rd Fl.), Iddo, Lagos. Desires sales literature, prices.

35482 — BELGIUM — Tools, hand, power-driven, parts and attachments. Artifex S.P.R.L. (I), Rue F.J. Navez, 1030, Brussels.

35485 — JAMAICA — Metalworking machines to make barbed wire, nails, expanded metal diamond shaped in cross-section, wire used for fencing. Capacity for each machine one to two tons daily, 50 cycle current. Jamaica Mfrs' Assn. Attn: Mr. Hall, Assn. of Mfrs., 85A Duke St., Kingston.

Special industry machinery

●**35500 — INDONESIA** — Government Estates Enterprise VI has invited bids for furnishing, delivering, and installing new plant equipment for modernizing three palm oil mills in North Sumatra. Mills at Adolina, Pabatu, and Air Batu require complete kernel recovery plants with capacities of 4, 6, and 8 tons of nuts per hour, a new matte conveyor, and a new depericarper. Supplier will provide all necessary foundations and supporting steelwork. Tender No. PNP-VI/09/72; bid deadline May 15. Project to be funded by an International Development Assn. loan. One copy of lengthy tender document including specifications and blueprints is available on short-term loan from the Transportation and Capital Equipment Div., BCABP-464, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-5566).

●**35520 — ALGERIA** — The Algerian Government has issued an invitation to bid on cutting machines, heat presses, processing presses, final presses, turning machines, and sewing machines. Tender designation: Atelier de Confection Sonitex. Bid deadline May 21. Bids should be submitted to Sonitex Confection Societe National des Industries Textiles, 4 et 6 Rue Patrice Lumumba, Algiers. All correspondence must be in French. Specifications are available on a short term loan basis from the Transportation & Capital Equipment Division, BCABP-464, U.S. Department of Commerce, Washington, D. C. 20230. ★(202-967-5520).

●**35520 — EGYPT** — The Government is inviting international consulting and engineering firms to bid on supervising the installation and initial operation of a knitting, sewing and finishing plant. Tender No. 5/73. Bid deadline June 12. Tender documents are available from the issuing authority for a fee of $35.45. Bids should be submitted to the issuing authority, The General Organization for Industrialization, 6, Khalil Agha St., Garden City, Cairo. A copy of specifications is expected to be available from U.S. Department of Commerce, Transportation and Capital Equipment Division, Washington, D.C. 20230. ★(202-967-5589).

35521 — IVORY COAST — Mattress making and tufting machinery. Correspondence in French. Mr. Claver, Simes (M), Boite Postale 2270, Abidjan.

35521 — THAILAND — Spinning plant with 22,000 spindles having capacity to spin cotton, cotton polyester and spun polyester. Plant to be turnkey operation (apart from design and construction of buildings); financing will be consideration in selection of supplier. Requests replies as soon as possible. Viravan Co., Ltd., Attn: William L. Fogle (I, A, D), 2207 New Rd., Bangkok 12. Telex no. Bx Viva 2714. WTDR in prep.

35531 — HONDURAS — Electronic band and band re-sawmills, with accessory equipment for long leaf yellow pine, to produce one million board ft. per mo., with provisions in design for expansion. Planer mills, with accessory equipment, to

produce three million board ft. per mo., with provisions in plant design for expansion. Log and lumber handling, grading, and bundling equipment for mill-site use. Sawdust collection, disposal equipment. Logging equipment suitable for pine in uneven terrain. Equipment to utilize by-product sawdust, shavings, chips. Descriptive materials, quotations requested. The Deltona Corp., Attn: Billy S. Lady, Spec. Rep. (R, M), Apartado 91-C, Tegucigalpa, D.C.

35540 — NIGERIA — Paper slitting and winding machinery. Manufacturer converts 15 tons per mo. of white mechanical paper and 12 tons per mo. of gummed kraft paper. Mr. Fouzat C. Jarmakani, Dir., Blue & Co. Ltd. (I, M), 243/245 Apapa Rd., Ijora, P.O. Box 28, Apapa, Lagos. WTDR 3/73.

35550—AUSTRALIA — All types equipment for supply to typesetting & printing industries. Direct purchase & agency; sole distribution rights. Agma Equipment Co. (I, A, D, M), 2nd Floor, 123 Clarence St., Sydney, NSW 2000. Attn: E. F. Tipton, National Mgr. Company's technical mgr, Howard Kennard, visiting U.S. mid-April for consultation with manufacturers.

35551—GERMANY — Reproduction, offset printing, and bookbinding machinery. Direct sale & agency. David C. Lacey, Jr., Commercial Officer, American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

35590—SAUDI ARABIA—Quick and hydrated lime plant producing 75 tons per day of quick lime, of which about 68 tons will be further hydrated. An alternate offer for plant to produce 50 tons a day of quick lime and a hydration unit to treat 6 tons/h quick lime. Date submission of tender of May, 1973. Mr. Ahmed Gizawi, Mgr. National Gypsum Co. (I, D, M), P.O. Box 187, Riyadh. Prices c.i.f. Dammam.

35590 — YUGOSLAVIA — Machines for finishing artificial leather made of polyurethane and PVC. Jugovinil (M), Kastel Sucurac 58212. WTDR in prep. Interested in catalogs for all machinery finishing and processing PVC.

35592 — VENEZUELA — One used with guarantee or new sand blasting equipment, complete, but without compressor. Talleres Bizkaia, C.A. (M), Final Avenida Los Carmenes, El Cementerio, Caracas 104. WTDR 3/73. Willing to come to U.S. to see equipment.

35594 — HONDURAS — Machinery to manufacture rubber (fan) belts for trucks, automobiles, electric motors, in all sizes. Descriptive material, proforma invoice requested. Antonio d'Ovidio Dimarco (cafeteria), Calle Cervantes No. 1026, Tegucigalpa, D.C.

35595—BOLIVIA — Complete machinery equipment for plant to produce oxygen for industrial, medicinal uses. Catalogs desired. Correspondence in Spanish. La Libanesa (I, R), Casilla 265, Potosi. Cable address: La Libanesa.

35595 — SOUTH AFRICA — Charcoal manufacturing plant, including granulating crushing machinery, briquetting machinery, steel kilns, machinery for producing activated charcoal. Holley Bros. Pty. Ltd. (M), P.O. Wartburg, Natal. Representative of company expects to visit U.S. in July 1973 to view machinery prior to purchase.

General industrial machinery

35624—GREECE—Ball and roller bearings for aluminum sliding doors, windows. Requests brochures, prices. Arconal Co. (M), Mitropoleos St., Thessaloniki. Attn: Demetrios Liaromatis.

35642 — AUSTRIA — Air purification equipment for petrochemical plant, primarily producing polypropylene. Technical literature requested. Oesterreichische Stickstoffwerke A.G., Attn.: Reinhold Kaisergruber (M), St. Peter 224, A-4021 Linz.

35672 — GREECE — Gas scrubbing equipment to remove, reduce particulate discharge from off-gases of electrotlytic steel furnaces. Viohalko Co. (M), Athens Rd., Anhialos, Thessaloniki, Attn: Nicolaos Batistatos, Technical Dir.

35690—AUSTRIA—Advanced automatic high-capacity packaging, filling, wrapping machinery for pharmaceutical industry. Descriptions, price quotations requested. Oesterreichesche Stickstoffwerke A.G., Attn.: Reinhold Kaisergruber (M), St. Peter 224, A-4021 Linz.

35690 — COLOMBIA — Ribbon inking machinery, ribbon spooling machines. Ribbons are made of all materials (nylon, polyester, cotton, etc.) and for all types of business machines, typewriters. Mr. Bernardo Rojas, Gerente, Dpto. de Manufactura, Burroughs de Colombia, S.A. (I, M, D), Apartado Aereo 6324, Carrera 40 No. 10A-88, Bogota.

35690 — COLOMBIA — Gas generating equipment (oxygen-generator), preferably used, for daily production of some 100 cylinders; also quote new equipment. Mr. Alberto Zornoza (M), Calle 66A No. 16-05, Bogota.

35690 — GREECE — Equipment to remove color and adjust PH of industrial waste discharge for organic dye house of acrylic textile plant. Particularly interested in diatomacious earth filters and PH adjusting equipment. Helios Macedonian Silk Weaving Mills (M), Helios, Oreokastron. Attn: Stavros Constantinides, Mgn. Dir.

35690 — GREECE — Gas particulate discharge removal equipment for ammonium nitrate and phosphoric fertilizer plant. Particular interest in washable aluminium air filters and electrostatic filters. Has nitric acid plume and presently testing gas condenser cooling system. Chemical Industries of Northern Greece (M), Attn: Alexandros Constantinides, Technical Dir., Diavata, Thessaloniki. Plant largest producer of fertilizers in Greece. Interested in brochures, performance data for U.S. equipment. Will decide on basis of price and adaptability.

35690—NIGERIA—Bottle filling machine for office glues. Equipment should be able to handle 5,000 bottles a day of 8 oz. weight. Mr. Fouzat C. Jarmakani, Dir., Blue & Co., Ltd. (I, M), 243/245 Apapa Rd,. Ijora, P.O. Box 28, Apapa, Lagos. WTDR 3/73.

Office, computing, accounting machines

35741 — FRANCE — Electronic calculators, accounting machines. Ormec S.A. (I, R), 1 A 5, Rue St. Sauveur, 59 Lille.

35741 — FRANCE — Electronic calculators. Direct sale & agency. Omnium Promotion (M, A, R), 13 Rue Du Faubourg Poissonniere, Paris 9.

35791 — GERMANY — Stapling machines (hand unit, pneumatic and electrical). D. F. Berryman-Allstar, Contact: Herr Jensen (I, D), Dusseldorf, Rethelstr. 20.

35791—GREECE—Duplicating machines. Direct purchase & agency. K. Froussos (I, A, D), 27 Mitropoleos St., Thessaloniki. Requests brochures, prices.

Service industry machines

35891 — BELGIUM — Fryers, deep fat; pressure cookers; food warming, and cooking equipment; commercial; including parts, accessories. Direct purchase & agency. Sabemap S.A. Belge Pour L'Extension De La Mecanique Dans L'Alimentation et L'Exploitation Des Four Electriques, Attn: R. Luycks, Mgr. (I, D), 708 Chaussee De Louvain, 1030, Brussels. WTDR 2/72.

35892—BELGIUM — Dishwashers, commercial. Direct sale & agency. Sabemap S.A. Belge Pour L'Extension De La Mecanique Dans L'Alimentation et L'Exploitation Des Fours Electriques (I, D), Attn: R. Luycks, Mgr. 708 Chaussee De Louvain, 1030, Brussels. WTDR 2/72.

35892 — FRANCE — Water softeners parts (water softeners to be assembled in France). Dorsey SARL (D), 1 Rue des Victimes du Nazisme 72 - Le Mans.

35892 — GERMANY — Commercial garbage disposal and waste eliminating equipment (small equipment), Direct purchase and/or agency. Mr. David C. Lacy, American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

35892 — ISRAEL — Plants of sewage purification, maintenance equipment, sewage cleaning material for disposal of solid waste. Equipment should not cause ecological problems. Supaco Engineering & Supply Co. Ltd. (I, A, M), 11 Shveel Hahalav, P.O. Box 9006, Tel Aviv. WTDR 12/72. Supaco interested in latest developments and know-how in field of disposable waste. Mr. Kolin, Pres. of the company, will be in U.S. shortly and desires visiting most up-to-date in New York area and in acquiring know-how and machinery. Interested in receiving immediate and serious offers in view of fact he will be leaving for the U.S. in about three weeks and has to plan his itinerary accordingly. Would like to work on exclusive agency basis.

Electric transmission, distribution

36120 — YOGOSLAVIA — Electric arc furnace UHP 25-30 tons capacity with 10-12 megawatt amperes transformer; continuous caster 2 strands 100 x 100 millimeter for billets; air filters for gas purification. Jadranska Zeljezara (M), Split, 58000, Radnicko Setaliste 22. WTDR in prep. Seeks long term delivery contact for up to 70,000 tons annually of scrap imports.

Electrical industrial apparatus

●36200 — TURKEY — Lighting control consoles for television studio. A. One each small size console: with 0-10 or 0-100 decimal graduated control faders, individual and group light controls (preset and manual for each). Cross fading and master control facilities. At least 25 light unit capacity. B. Two each medium size consoles: similar to (A) above, except 50 light unit capacity. C. One each large size console: similar to (A) above: except 90 light unit capaci-

ty, also with magnetic tape, paper tape printer or electronic memory unit automatic control feature. No tender number: bid deadline May 4, 1973. TRT Kurumu Genel Mudurlugu (Turkish Radio-Television Association), Genel Evrak Mudurlugu, Ankara. Bidding specifications can be obtained in English from Modern Translation Bureau, Karanfil 49/2, Yenisehir, Ankara, for $6. Checks must accompany orders.

36211 — JAPAN — Small linear motors (capacity under 500 watts), 10-20 units per mo., initially (to be used with computer peripheral equipment). Muraki Watch Co., Ltd., Attn: Mr. Keiichi Arima, Mgr., Development Dept. (I, D), 9-10 Nihombashi 3-Chome, Chuo-ku, Tokyo 103.

36215 — INDIA — Three diesel electric generating sets: two 750 KW and one 1,000 KW. Bhahat Steel Tubes Ltd., Attn: Exec. Dir. (M), Allahabad Bank Bldg., 17 Parliament St., New Delhi 110001.

36216—ISRAEL—2000 rotor stator units from 0.5 hp up to 20 hp. Requests catalogs, prices. Raem Ltd. (I, M), 116 Giborei Israel St., Tel Aviv. Interested in exclusive agency later.

36231 — VENEZUELA — One used with guarantee or new 800 Amp automatic welder with shielded arc. Talleres Bizkaia, C.A. (M), Final Avenida Los Carmenes, El Cementerio, Caracas 104. WTDR 3/73.

36231 — VENEZUELA — One used with guarantee or new machine for local construction of I-beams and/or girders of steel plates, with adequate automatic welder units, complete. Talleres Bizkaia C.A. (M), Final Avenida Los Carmenes, El Cementerio, Caracas 104. WTDR 3/73.

Household appliances

36311 — ITALY — Electric household ranges. Fart (I, D, R), Piazza Adriano 15, 10138 Torino.

36312—BELGIUM—Grills (outdoor cooking). Direct purchase & agency. Sabemap — S.A. Belge Pour l'Extension de la Mecanique Dans l'Alimentationet l'Exploitation de Fours Electriques (I, D), 708 Chaussee de Louvain, 1030, Brussels.

36331—ITALY—Washing machines. Fart (I, D, R), Piazza Adriano 15, 10138 Torino.

36342—ITALY—Electric razors. Fart (I, D, R), Piazza Adriano 15, 10138 Torino.

36343—BELGIUM — Hotplates. Direct purchase & agency. Sabemap—SA, Belge Pour L'Extension De La Mecanique Dans L'Alimentation Et D'Exploitation Des Fours Electriques (I, D), 708 Chaussee De Louvain, 1030, Brussels.

36343—BELGIUM—Broilers. Direct sale & agency. Sabemap S.A. Belge Pour L'Extension De La Mecanique Dans L'Alimentation et L'Exploitation Des Fours Electriques (I, D), Attn: R. Luycks, Mgr. 708 Chaussee De Louvain, 1030 Brussels. WTDR 2/72.

36350—ITALY—Vacuum cleaners. Fart (I, D, R), Piazza Adriano 15, 10138 Torino.

Electric lighting, wiring equipment

36430 — ICELAND — All kinds of electrical equipment—household and industrial including electrical wire. KEA, Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R M), P.O. Box 89-91, Akureyri.

36430 — SWEDEN — Switches for interlocking installations and transformer stations. Elverkstjanst Ab (Electrical Engineers), Hasthagsvagen 29, S191 47 Sollentuna.

36443 — ICELAND — All kinds of electrical equipment—household and industrial. KEA, Attn: Valur Arnthorsson, Gen. Mgr. (I, A, D, R, M), P.O. Box 89-91, Akureyri.

Communications equipment

●**36600 — PHILIPPINES** — Prequalification to bid for furnishing, installing and commissioning complete (turn-key basis) the VHF/FM radio communication system of the second Mindanao Power Project. Bid deadline May 23. Procurement limited to member countries of the Asian Development Bank which will finance the project with a loan. Additional information regarding prequalification procedure and bidding guidelines will be furnished upon application. Address all communications to The General Manager, National Power Corporation, 161 Bonifacio Drive, Port Area, Manila, Philippines.

●**36620 — TAIWAN** — Supply of microwave and VHF/UHF radio equipment, etc. Tender No. FL2-620620, bid deadline May 26. Tender documents available from Central Trust of China, Procurement Dept., Taipei. Tenders are also available from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4822).

36620 — UNITED KINGDOM — Home security products. Smith & Davis Ltd., K. Simpson, Mktg. Mgr. (I, M), Beacon Works, Friar Park Rd., Wednesbury, Staffordshire WS10 0JU.

36621 — SINGAPORE — Point-to-point electronic communication equipment—transmitters & transceivers. Intermarine Electronics Private Ltd., Mr. Heng Hock Seng, Mgn. Dir. (I, D), 487 Outram Pk. Complex, Block-29, Singapore-3. WTDR 3/73.

36622 — AUSTRALIA — Radio transmitter, size of cigarette pack; built into belt with battery and antenna. Direct sale & agency. C. J. Cotto (I, A, D), 9 Waiwera St., Box 218, McMahons Point, NSW 2060. Crows Nest, NSW 2065 (Postal). Transmitter strapped onto neck of animal for tracking purposes.

36622 — JAPAN — Speakers, cartridges. Coral Audio Corp. Attn: Mr. Kubo, Export Div. Mgr. (M), 1971 Shiba, Kawaguchi City, Saitama Prefecture. WTDR 3/73.

36623 — AUSTRIA — Electronic and/or magnetic door locking system (keyless) for apartment houses, hotels. Direct purchase & agency. "Bungalow" Whnbauges. M.B.H. (Building Co.), Schwarzspanierstr. 15, A-1090 Wien. WTDR in prep.

36623 — AUSTRIA — Alarm systems for protection of chemical plants against fires, explosions. Technical literature requested. Oesterreichische Stickstoffwerge Ag, Attn: Reinhold Kaisergruber (M), St. Peter 224, A-4021 Linz.

36625 — ITALY — Electronic detection surveillance and alarm apparatus, especially telesentry burglar proofing systems for industrial plants, banks. Direct purchase & agency. Amies di Alberto Manca (I, A, D), Corso Peschiera 188, 10139 Torino.

Electronic components, accessories

36740 — GERMANY — Any type of semiconductors (electronic); c.i.f. Munich; 30 days net. Direct sale & agency. Pan Electronic Vertriebsgesellschaft mbH & Co. Kg Contact: Herr Erich L. Roederer (A, D, I), D-8021 Taufkirchen, Schlesierstrasse 4. WTDR 3/73.

36795 — ISRAEL — Replacement parts for radio and television, regular stock or surplus, and electronic test equipment. Reichman Electronix (I), Ben Dor St., Jerusalem. WTDR in prep.

Electrical machinery, equipment

36930 — GREECE — Linear accelerator for radiotherapy, electrons and X-ray equipment (from 4-30 or 40 MEV). Direct sale & agency. Nicos Papapostolou (A, I), Nocos Ath. Papapostolou Ltd., 158 Egnatia St., Thessaloniki. Requests brochures, quotations.

36930—SWITZERLAND — X-Ray equipment for quantitative analysis of silicon metal alloys. Brown Boveri Co., Research Lab., Attn: I. Strebel (R, D), Lab 5513 Daetwil.

Motor vehicles, equipment

37140—AUSTRALIA—Brake assemblies, drums, hubs for house trailers. Direct purchase & agency. J. Simpson & Son Pty. Ltd.—Attn: Warren Simpson (I, A, D, M), 46 Stanley, Peakhurst, NSW 2210. Firm manufacturing axles for caravans seeks source of mechanically operated brake assemblies in 8, 9, and 10 in. diameters. Needs 12-20,000 pair per annum, also interested in brake drums, hubs for above.

37141 — AUSTRALIA — Motor vehicle parts & accessories, particularly wolf whistles, claxton horns, tire sticks, pin tape, gearknobs, hood locking kits, wheel locking nuts, pressure pack paints, holly carburetors, etc.; mainly interested in accessories rather than parts. Direct purchase & agency. Quality Auto Accessories Pty Ltd., Attn: W. J. Ryan, Mgn. Dir. (I, A, D, M, wholesaler), Box 20, Canterbury, NSW 2193. Mgn. Dir. planning U.S. trip August, 1973.

37141—BOLIVIA—New spare parts for automobiles, trucks. Catalogs desired. Buitrago Hermanos (I, A, R), Casilla 146, Potosi. Cable Add: Buitrago.

37141 — TURKEY — Automotive spare parts, especially for Chevrolet, Chrysler cars, Emel Ticaret Koll. Sti. (I), Tarlabasi Caddesi 38/A, Istanbul. WTDR in prep. Firm intends to act as a stocking, distributor, an indent order agent. Requests price lists, catalogs, and indication of quantity discounts.

Motorcycles, bicycles, parts

37510 — AUSTRALIA — Motorcycle helmets, saddle bags, side covers for engines, speed equipment, performance equipment, ignition locks, fairings, special lighting equipment, tool kits, vacuum gauges, all of which are adaptable for Honda motorbikes & motorcycles. Direct purchase & agency. Bennett Honda Pty. Ltd. Brian Vinson, Gen. Sales Mgr. (I, D, R, M), 2 Ralph St., Alexandria, NSW 2015.

37510—UNITED KINGDOM—Motor cycle type gear box for use in a power sweeper. Kent Eng. & Foundry Ltd. E. C. Sheppard. (M), Beaconsfield Rd., Tovil, Maidstone, Kent. Specifications required: gear box must be equipped with final

chain drive sprocket of about 42 teeth and secondary drive of 18-20 teeth for half inch or five-eighths inch pitch roller chain. It must be fitted with clutch and have hand change lever without starter mechanism. The torque capacity to be in excess of 50 lbs/ft and have gear ratios of something approaching 1 : 1, 1.5 : 1, 3 : 2 : 1 in three forward gears and reverse 3 : 2 : 1 approximately.

Instruments for measurement, control and analysis

38210 — GREECE — Engineering and equipment for waste disposal unit in organic dye facilities of acrylic textile plant. Helios Macedonian Silk Weaving Mills (M), Helios, Oreokatsron. Attn: Stavros Constantinides, Mgn. Dir. Dye house must meet minimum local discharge standards of thirty PPM BOD PH. 6.5 to 8.5 color reduction. Requests material on U.S. specifications for dye house discharge limits.

38214 — AUSTRALIA — Dynamometers for automobiles, motorcycles. Direct purchase & agency. David J. Smith Pty. Ltd., Milton Smith (I, A), 11 Loftus St., Sydney, N.S.W. 2000.

Surgical, medical, dental instruments

38410 — FRANCE — Veterinary's instruments, apparatus. Denteurop (I, R), 26 Rue Montrosier, 92 Neuilly Sur Seine.

38410 — ISRAEL — Hospital/surgical disposables, pre-packed kits, such as for tracheotomy, cardiac arrest, suture removal, etc. Warmat Seating Furniture Manufacturers (E, M), 7 Tuval St., Ramat Gan. Interested in exclusive agency later.

38421 — CHILE — Cotton balls, first aid type, 20,000 consumer packages. Cooperativa Unicoop Ida., Carlos Bennett, Comm. Mgr. (R), Casilla P.O.B. 13514, Santiago. Firm hopes to complete purchase arrangements as soon as possible.

38423 — AUSTRIA — Personal industrial safety devices, including eye, face, and ear protection devices, protective clothing, respiratory protection equipment, etc. Catalogs, price quotations requested. Ferdinand Berger Ohg (I, A, D, M), A-4690 Schwanenstadt. WTDR 11/72.

38423 — INDONESIA — One complete set deep sea diving system equipment, type Mark IV or Mark V, complete with decompression chamber etc. Requests quotation, literature, complete description. Direct sale & agency. O. T. Jaralim Ltd. (I, A), Djakarta Branch Office, Jalan Sam Ratulangie 40, Djakarta. Necessary to appoint Jaralim as Indonesian agents for this type of equipment as end user bound to make purchases only through authorized agents.

38430 — FRANCE — Dental equipment & supplies including prosthetics. Denteurop (I, R), 6 Rue Montrosier, 92 Neuilly Sur Seine.

Photographic equipment, supplies

38610—AUSTRALIA — All types equipment for supply to graphic arts industry. Direct purchase & agency; sole distribution rights. Agma Equipment Co. (I, A, D, M), 2nd Floor, 123 Clarence St., Sydney, NSW 2000. Attn: E. F. Tipton, National Mgr. Company's technical Mgr., Howard Kennard, visiting U.S. Mid-April for consultation with manufacturers.

38611—ITALY—Still cameras. Fart (I, D, R), Piazza Adriano 15, 10138 Torino.

38612 — COLOMBIA — Photocopying equipment (heligraph) for producing copies larger than 11" x 14". Equipment should be able to enlarge and/or reduce sizes of copies produced. ISA—Interconexion Electrica S.A., Attn: Carlos Granados, Jefe Seccion Importaciones (I, D, government agency), Apartado Aereo 12247, Calle 37 No. 8-47 Piso 10, Bogota.

38612—GREECE — Photocopying equipment, supplies. Direct purchase & agency. K. Froussos (I, A, D), 27 Mitropoleos St., Thessaloniki. Would like to act as agent or distributor for U.S. manufacturer. Requests brochures, prices.

38613—ITALY—Motion picture cameras. Fart (I, D, R), Piazza Adriano 15, 10138 Torino.

38618—KOREA — Surface active agents for use in manufacture of photographic film, paper. Seeks f.o.b./c&f quotations for 200 kilograms which is six month supply for needs. Di Han Photo Film Co., Ltd. (M, I), 55 1-Ka, Ulchi-ro, Chung-ku, Seoul 100.

Watches, clocks, parts

38710 — SPAIN — Watches, clocks. Comindus, S.A. (I, A, D), Cristobal Bordiu 35, Madrid 3.

Musical instruments, parts

39314—FRANCE — Musical Instruments accessories and parts. Direct sale & agency. Comadis (I, R), 6, Ave. Paul Bert, 92190 Meudon.

Toys, amusement, sporting goods

39410—AUSTRALIA—Toys, games appealing to adults. Direct purchase & agency. Perry Evans Enterprises Pty. Ltd., H. Perry, Mng. Dir. (I, A, D), Box 5132 G.P.O., Sydney, N.S.W. 2001.

39493—SOUTH AFRICA—Health equipment: reducing equipment, treatments; slimming aids; vibratory massagers. Direct purchase & agency. Bloomberg Health Spas (Health Spa, I, D), 11 Fl., Parkade, Strand St., Cape Town, Cape Province. WTDR in prep.

39491 — BURUNDI — Plastic floats for fishlines. Mr. Nico Hadjiandreou (I), B.P. 993, Bujumbura. See listing 22982—Burundi.

39492 — SOUTH AFRICA — Health, exercising equipment: studio, home types. Bloomberg Health Studios (Health Studio, I, D), 11 Fl., Parkade, Strand St., Cape Town, Cape Province. WTDR in prep.

Pens, pencils, office, artists' materials

39510 — SPAIN — Pens, mechanical pencils, pen points. Commercial Isben (A), Avenida Del General Peron 12, Madrid 20.

Manufacturing industries

39999 — GERMANY — Gifts, novelties, fancy goods, handicraft articles, made of stone, glass, wood, plastic, leather, cork, etc. Guenther, Wurm Kunsthandwerk KG (Contact: Mr. G. Wurm) (I, D, R), 5 Koeln 91 - Vingst, Auf Dem Kitzenberg 36.

39999 — JAPAN — Ornaments & novelties: carved tusks of sea horses or sea lions. Dorna Trading Co., Ltd. (I, D), 269, Naka 1-Chome, Higashi Ozone Cho, Higashi Ku, Nagoya 461.

Wholesalers

50930 — ITALY — Iron and steel scrap in following types, classifications: bundles No. 1, bundles No. 2 busheling scrap fragmentized (proler). Requests replies ASAP and delivery within from one to two months from date or order. If quotations acceptable, orders may amount to up to ten thousand metric tons. Firm may be approached also by telex: 27060 PP Genova for Mario Ferraris 585698. Mario Ferraris-Agenzie (I, A, D), Via Cesarea 2/42-A, 16121 Genoa. WTDR 12/72.

Services

●89100 — ALGERIA — Preparation of detailed plan for factory to produce (a) prefabricated housing and public buildings, (b) Saharan cottages, and (c) mobile homes (caravans). Plant should have an annual capacity of 60,000 square meters for prefabrication, 1,500 units of three types of Saharan cottages and 1,000 mobile homes of two types. Offer should include list of items needed for production machinery used in plant, description of manufacturing method, personnel needs, civil engineering and plant layout, training and start-up. The factory is to be situated at Ain-M'Lils (near Constantine). The title of the tender is "Appel d'Offres Prefabriques—Cabines Sahariennes et Caravanes a Ain-M'Lils." Bid deadline June 8. One copy of the tender documents (in French) is being sent to the U.S. Dept. of Commerce and will be available for office review in Room 2118 of the main Commerce Department building in Washington, D.C., ★(202-967-3602). Copies of the tender documents may be obtained from: Societe Nationale des Industries due Lieges et du Boise, 1 Rue Aristide Briand, Hussein-Dey, Alger.

Brazil To Spend $120 Million On Equipment For Universities

Brazil's Ministry of Education has allocated $120 million for purchases of all types of advanced educational and laboratory equipment for higher education. Most of the purchases will be made through international tender. Universities, however, can purchase equipment without calling for bids if they order directly from the manufacturer. The following study areas will be given priority: (1) health, (2) technical studies (engineering), (3) education, and (4) agricultural sciences.

U.S. suppliers of university level equipment should send catalogs and price lists directly to Dr. Gilson Salomao, Ministerio da Educacao e Cultura, Comissao Especial de Execucao do Plano de Expansao e Melhoramento do Ensino Superior, Rua da Imprensa 16-130 andar, Rio de Janeiro, GB, Brazil.

Bulgarians Seek U.S. Agents To Sell Machines, Rotary Hoes

The Bulgarian Foreign Trade Enterprise AGROMACHINAIMPEX wishes to find sales representatives in the United States for its engrafting machines "PM-550," tobacco sewing machines "MTS-2" and rotary hoes. Interested firms should write the Bulgarian Chamber of Commerce, 11-a, Stamboliski Blvd., Sofia, for further information.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Anthracite

11110 — SWITZERLAND — Anthracite coal and related by-products. Himetco Sa Attn: Roland Hirsch, Pres. (A), 11 Rue Michel Chauvet 1208 Geneva. WTDR 5/72.

Meat products

20151—KUWAIT—Chicken parts. Jabshe Trading Co. (I, A, D, R), P.O. Box 632, Kuwait. Cable Jabshe.

Dairy products

20230 — CAMEROON — Dried milk—"spray"; fat content 26 per cent, packed in 25 kilo bags, double wrapped, and shipped via container. Societe Commerciale Andre Testas (S.C.A.T.) (I, A, R), B.P. 1550, Douala. Cable address: Testas-Douala.

Canning, preserving foods

20341—AUSTRALIA — Dehydrated and dried vegetables. W. K. King Pty. Ltd. Attn: W. R. King (I, A, D), P.O. Box 575, N. Sydney, NSW 2060. WTDR 3/73.

Grain mill products

20440—KUWAIT—Rice. Jabshe Trading Co. (I, A, D, R), P.O. Box 632, Kuwait. Cable Jabshe.

Sugar

20620 — CAMEROON — Glucose: 45 degrees Baume, D.E. 36-39, dry material 82.8 - 83.6, S02 PPM., maximum—350, PH 4.8 - 5.2. To be purchased in quantities 100 tons each approximately six times annually. Ship in special drums. Societe Commerciale Andre Testas (S.C.A.T.) (I, A, R), B. P. 1550, Douala. Cable address: Testas-Douala.

Confectionery

20716 — AUSTRALIA — Edible nuts. W. K. King Pty. Ltd. Attn: W. R. King (I, A, D), P.O. Box 575, North Sydney, NSW 2060. WTDR 3/73.

Food preparations

20999 — AUSTRIA — Dietetic foods for diabetic and post-op patients; low-calory foods; saltless foods; food concentrates (space diet); special food preparations for Athletes, etc. Laevosan-Gesellschaft M.b.h. & Co. K.G. (I, D, M), Estermannstrasse 17, A-4021 Linz.

Broad woven fabric mills, cotton

22110—SWITZERLAND—Woven cotton bed spreads, bed sets, bedroom ensembles. Prefers East Coast suppliers. Billerbeck International AG (M, D), Baslerstrasse 347, CH-4123 Allschwil. Director K. Hiltwein, other company executives planning business trip to New York and Chicago on April 24 for about two weeks. U.S. address: Billerbeck Int'l, c/o Westdeutsche Landesbank Girozentrale, Dr. Freibert Malt, Representative, 100 Wall St., New York, N.Y. 10005. (212-248-7454).

22111—TAIWAN—No. 210 victor cloth for straining & filtering petroleum products, 70 inches x 18 feet 6 inches. New King Co. Ltd. (I, A), P.O. Box 58934, Taipei.

22114 — AUSTRALIA — Denim fabric. Robert Parker & Sons Pty. Ltd. Attn: Robert Parker (I, A, D), 321 Pitt St., Sydney NSW 2000. WTDR in prep.

22116—AUSTRALIA—Corduroy. Robert Parker & Sons Pty. Ltd. Attn: Robert Parker (I, A, D), 321 Pitt St., Sydney NSW 2000. WTDR in prep.

Broad woven fabric mills, cotton

22111 — THAILAND — Raw cotton suitable for 40 & 32 counts. Requests c.i.f. Bangkok price, samples, literature. Lim Teck Lee (Thailand) Co., Ltd. (I, D, A), 215-7 Rajawongse Rd., Bangkok. WTDR 3/72.

22117—SWEDEN—Denim, corduroy fabrics. Skandiatextil AB (I, A, M), St. Pauligatan 32, S-400 62 Goteborg.

22119—NORWAY—Towels, terry; particularly interested in supplier who can deliver "name-woven goods" for hospitals, shipping lines, hotels, etc. Also interested in bath mats, similar products. Arne Bamer (I, A), Torshovgaten 15, Oslo 4. Urgently required for cruise ships.

Broad woven fabric mills, manmade fiber, silk

22210—FRANCE—Fabrics broad woven: manmade fiber. Mellet Andre (A), Place Du Palais, 33000 Bordeaux.

22211 — TAIWAN — Polyester filament, 150 den. for texturized purpose, 100 tons each month. Kiefer Engr. Co., Ltd. (I, A, Engr.), P.O. Box 1560, Taipei.

22212 — AUSTRALIA — Knit and single knit jersey. Robert Parker & Sons Pty. Ltd. Attn: Robert Parker (I, A, D), 321 Pitt St., Sydney NSW 2000. Cable addr: Robtex-Sydney. WTDR in prep.

22214 — SWEDEN — Polyester/cotton fabrics for manufacture of blouses. Skandiatextil AB (I, A, M), St. Pauligatan 32, S-400 62 Goteborg.

22217—AUSTRALIA—Polyester viscose gabardine fabric. Robert Parker & Sons Pty. Ltd., Attn: Robert Parker. (I, A, D), 321 Pitt St., Sydney NSW 2000. WTDR in prep. Firm has order for 500,000 yds. polyester viscose gabardine; needs immediate source. Cable Address: Robtex-Sydney.

22218—SWEDEN—Fabrics, piece-goods, of polyester: viscose, polyester/rayon or other synthetic material for men's suits, sportswear, trousers. Weight: 400-600 gram per running meter; width: 150 cm; type: Gabardine, cord or satin. Exclusive agency. Almgrens Agentur AB (I, A, D), Box 2145, S-103314 Stockholm.

22219 — SWITZERLAND — Acrylic and fur imitation bed spreads, bed sets, bedroom ensembles, bedroom curtains, draperies. Prefers East Coast suppliers. Billerbeck International AG (D, M), Baslerstrasse 347, CH-4123 Allschwil. (See 22110—Switzerland).

Broad woven fabric mills, wool

22310—FRANCE—Fabrics, broad woven: wool, mohair, similar fibers. Mellet Andre (A), Place Du Palais, 33000 Bordeaux.

Knitting mills, products

22513—AUSTRALIA — Nylon stockings. W. K. King Pty. Ltd. Attn: W. R. King (I, A, D), P.O. Box 575, North Sydney, NSW 2060. WTDR 3/73.

Floor covering mills, products

22720—SWITZERLAND — Tufted Bathmats, bathmat sets, bathroom ensembles. Prefers East Coast suppliers. Billerbeck International AG (D, M), Baslerstrasse 347, CH-4123 Allschwil. See 22110—Switzerland.

Yarn, thread mills, products

22810—FRANCE—Cotton, manmade fibers yarn (all kinds). Mellet Andre (A), Place Du Palais, 33000 Bordeaux.

22841 — FRANCE — Thread (all kinds). Mellet Andre (A), Place Du Palais, 33000 Bordeaux.

22823—THAILAND—Filament yarn for spinning nylon 66, 24-filament. Requests c.i.f. Bangkok price, samples, literature. Lim Teck Lee (Thailand) Co., Ltd. (I, D, A), 215-7 Rajawongse Rd., Bangkok. WTDR 3/72.

22824—THAILAND—Polyester filaments full bright or semi dull preferably 24-filament type. Requests c.i.f. Bangkok prices, samples, literature. Lim Teck Lee (Thailand) Co., Ltd. (I, D, A), 215-7 Rajawongse Rd., Bangkok. WTDR 3/72.

Textile goods

22920—SOUTH AFRICA—Nylon tulle, nylon lace, fish net, figured nylon nets, curtaining. Cliff Collett (Pty.) Ltd. (A), 4/5 Lowcliffe House, Main St., P.O. Box 996, Port Elizabeth, Cape Province. WTDR in prep.

Men's, youths', boys' furnishings

23212 — GERMANY — Men's, boys' knit sport shirts. Arthur Schaper, Contact: Albrecht Sasse, Marketing Mgr. (M, D), 56 Wuppertal (Barmen), Ferdinand-Thun-Str. 50-54.

23214 — GERMANY — Men's, boys' woven sport shirts. Arthur Schaper, Contact: Albrecht Sasse, Marketing Mgr. (M, D), 56 Wuppertal (Barmen), Ferdinand-Thun-Str. 50-54.

23271—ITALY—Men's, boys' jeans. Sama Creazioni (M), 36 Via Bardini 50053 Empoli (Firenze). WTDR 11/72.

23290—UNITED KINGDOM—Men's and boys' clothing for mountaineering and skiing. Gardiner Brown, Asst. Comm. Attache, American Embassy, Box 40, APO, N.Y. 09510.

Women's, misses', juniors' outerwear

23390—UNITED KINGDOM — Women's and juniors' clothing for mountaineering and skiing. G. Gardiner Brown, Asst. Comm. Attache, American Embassy, Box 40, APO, N.Y. 09510.

Fabricated textile products

23910—SWITZERLAND—Printed cotton bedroom curtains, draperies; prefers East Coast suppliers. Billerbeck International AG (D, M), Baslerstrasse 347, CH-4123 Allschwil. See 22110—Switzerland.

23929 — SWITZERLAND — Terry cloth towels, washcloths, decorative bathroom

ensembles. Prefers East Coast suppliers. Billerbeck International AG (D, M), Baslerstrasse 347, CH-4123 Allschwil. See 22110—Switzerland.

Household furniture

25114—CANADA—Kitchen cabinets, factory made. Walken Industries—Contact: Ken W. Renshaw, Pres. (A, D), 327 Dalesford Rd., Toronto 18, Ontario.

Public building, related furniture

25311—KUWAIT—Schoolroom materials, supplies for use in govt. facilities in United Arab Emirates. Abdulmutaleh Al-Rifai (I, A, D), P.O. Box 150, Kuwait. Cable: Abdulmutaleh; Telex: 2073. WTDR 10/72.

Pulp mills, products

26112 — SWITZERLAND — Pulps, all qualities. Paul Rutz, Attn: Pierre F. Rutz, Mgr. (I, A, D), Ave. Krieg 7, 1208 Geneva.

Paper mills

26210—CAMEROON—Kraft paper rolls: 70 or 72 gram weight, 102 centimeters wide, core 70 millimeters, diameter 1, qt meters, roll weight approximately 750 kilos. Annual consumption 1200 metric tons to be used in making cement sacks. Societe Commerciale Andre Testas (S.C.A.T.) (I, A, R), B. P. 1550, Douala. Cable address: Testas-Douala, WTDR in prep.

Converted paper, paperboard items

26432—KUWAIT — Polypropylene bags suitable for packing urea fertilizer. Kuwait Overseas Agencies Center (I, A, D, R, M), P.O. Box 301, Kuwait. Cable: Pioneer. Firm has been invited to submit bid for supply of 3 million woven polypropylene bags to be used by Kuwait Chemical Fertilizer Co.

26440—JAMAICA—Decorative wallpaper (embossed plastic, made on textile backing) for use in hotels and residences. Quotations c.i.f. Kingston, samples requested. Drapery Hardware & Accessories Ltd. Contact: Victor Sale, Mng. Dir. (I, R, M), 4 Premier Plaza, Kingston 10. Wishes to stock and to represent U.S. manufacturer of decorative wallpaper.

General commercial printing

27526—AUSTRALIA—Reproductions of Paintings. Williams Marketing Corp. (A, D, I), 321 Pitt St., Sydney, 2000.

Industrial chemicals

28122—AUSTRALIA — Dense soda ash. Bisley & Co. Pty. Ltd. (I), AMP bldg., Circular Quay, Sydney, 2000 NSW. Cable: Jonbis. WTDR in prep.

28180—DENMARK—Adipic acid 1.4 and 1.6 Butanediol polyester. Molecular weight approximately 2000 or OH value approximately 56. Carlo Christensen (I, A), 187 Valhojs Alle, DK-2610 Rodovre.

28181—TAIWAN—Thickening for textile printing; textile auxiliaries. Shin Sheng Trading Co., Ltd. (I, A, D), 18 Ming Loh St., Taipei (101).

28199—AUSTRALIA—Maleic anhydride. Bisley & Co. Pty. Ltd. (I), AMP Bldg., Circular Quay, Sydney, 2000 NSW. Cable: Jonbis. WTDR in prep.

28199 — GERMANY — Magnesium salts. Saline Lueneburg & Chemische Fabrik GmbH (I, A, D), 3140 Lueneburg, Suelztorstrasse 18, P.O. Box 2650.

Synthetic materials

28213 — NETHERLANDS — Thermoplastic resins for export to Peoples Republic of China. Sembodja Holland B.V., Attn: Robert Van Marle (I, A, Exporter), P.O. Box 1079, 728 Keizersgracht, Amsterdam. WTDR in prep.

28214—ISRAEL—Acetal resins; acrylic resins: cellophane; melamine resins; monofilaments-nontextile; molding compounds-plastic; nylon resins; phenolic resins; polycarbonate resins; polypropylene resins; polystyrene resins; polyurethane resins; polyvinyl chloride; styrene resins; vinyl resins. Jomana Industries Inc. (I, E, A), 10 Shamir St., Afeka, Tel Aviv.

Drugs

28311 — SWITZERLAND — Diagnostic agents, pharmaceuticals for human use. Dr. Blattner Ag, Attn: Dr. Fred Blattner (A, D), Angensteinerstr. 15, 4052 Basel.

28341 — AUSTRIA — Pharmaceutical preparations used in therapy, diagnosis of diseases of the liver. Infusion therapeutical preparations. Laevosan-Gesellschaft M.B.H. & Co. K.G. (I, D, M), Estermannstrasse 17, A-4021 Linz.

28341 — NETHERLANDS — Pharmaceutical preparations affecting neoplasms, endocrine system and metabolic diseases for human use for export to Peoples Republic of China. Sembodja Holland B.V. Attn: Robert Van Marle (I, A, exporter), P.O. Box 1079, 7282 Keizersgracht, Amsterdam. WTDR in prep.

28343 — AUSTRIA — Pharmaceutical preparations used in diagnosis, therapy of heart diseases. Laevosan-Gesellschaft M.b.h. & Co. K.G. (I, D, M), Estermannstrasse 17, A-4021 Linz.

28345—AUSTRIA—Dietary supplements for diabetic and post-op patients. Compositions, prices, etc., requested. Pharmaceutical preparations used in diagnosis and therapy of kidneys; preparations to test kidney functions; infusion therapeutical preparations. Laevosan-Gesellschaft M.b.h. & Co. K.G. (I, D, M), Estermannstrasse 17, A-4021 Linz.

28248 — NETHERLANDS — Pharmaceutical preparations affecting parasitic and infective diseases for human use for export to Peoples Republic of China. Sembodja Holland B.V., Attn: Robert Van Marle (I, A,), P.O. Box 1079, 728 Keizersgracht, Amsterdam. WTDR in prep.

28348—TAIWAN — Tobiamycin, a kind of aminoglucoside antibiotic, used against pseudomonas species. Recent Trading Co., Ltd. (I, A, D), P. O. Box 22956 Taipei.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28411—PORTUGAL—Boiler scale, rust removers, carbon, degreasing solvents, acid corrosion inhibitors, rust preventives, other cleaning compounds for marine and industrial uses. Sopremil-Soc. De Produtos e Equipamentos Maritimos e Industriais, Lda. (I, A), Calcada Das Necessidades 24-1 Kapartado 21185 Lisbon.

28411 — SWITZERLAND — Industrial, specialty type cleaners for food and dairy processing, metalworking, chemical, other industries. Sopro AG (I, D), Uraniastr. 11, POB, Ch-8023 Zurich.

28445 — AUSTRALIA — Baby oil. Williams Marketing Corp. (A, D, I), 321 Pitt St., Sydney, 2000.

Paints, varnishes, lacquers, enamels

28513—TAIWAN — Pigments, varnishes for making printing ink; resin for making printing ink. International Industrial Corp. (I, M), P.O. Box 22205 Taipei, Rep. of China.

Gum, wood chemicals

28612—TAIWAN—Dyestuffs for textile dyeing & printing. Shin Sheng Trading Co., Ltd. (I, A, D), 18 Ming Loh St., Taipei.

Chemical products

28930 — SWITZERLAND — Specialty, auxiliary chemicals for printing ink industry. Sopro AG (I, D), Uraniastr. 11, P.O.B., Ch-8023 Zurich.

Petroleum refining

29110 — SWITZERLAND — Agency for U.S. brand goods, raw products such as coal, petroleum by-products. Exclusive agency only. Himetco SA, Attn: Roland Hirsch, Pres. (A), 11 Rue Michel Chauvet, 1208 Geneva. WTDR 5/72.

Fabricated rubber products

30697 — AUSTRALIA — Baby pacifiers. Williams Marketing Corp. (A, D, I), 321 Pitt St., Sydney, 2000.

Plastic products

30795—CANADA—Nylon (plastic) bushing. Polymotion Ltd. Contact: Robert R. Gropp, Sales Mgr. (A, D), 77 Doncaster Ave., Willowdale, Ontario.

30795—TAIWAN—PVC Powder. Kiefer Eng. Co., Ltd (I, A, Eng.), P. O. Box 1560 Taipei.

30796—CANADA — Construction plastic products, plastic composite stone, gutters, tile, etc. Walken Industries, Contact: Ken W. Renshaw, Pres. (A, D), 327 Dalesford Rd., Toronto 18, Ontario.

30798—JAMAICA—Decorative wallpaper (plastic backing type) for use in bathrooms and kitchens of hotel and residences. Quotations c.i.f. Kingston, samples requested. Drapery Hardware & Accessories Ltd., Contact: Victor Sale, Mng. Dir. (I, R, M), 4 Premier Plaza, Kingston 10. Wishes to stock and to represent U.S. manufacturer of decorative wallpaper.

Structural clay products

32530—AUSTRALIA — Ceramic wall, floor tiles. Contrax Builders Supplies Prop. Ltd. (I, A, D), P.O. Box 1084, Surfers Paradise, Queensland, 4217.

Abrasive, asbestos, nonmetallic mineral products

32910—ITALY—Abrasive grease polish for glass edges. Neostucco, SRL (A), Via Codigoro 3, Milan. WTDR 10/72.

Steel mill products

33123—FRANCE—Hot rolled steel sheet and strip, hot plates, M.S. plates. Societe Commerciale Tabacalera (Socota) (A), 50 Rue D'Anjou, 753667 Paris Cedex 08.

33127—FRANCE—Cold rolled sheet and strip. Societe Commerciale Tabacalera (Socota) (A), 50 Rue D'Anjou, 75367 Paris, Cedex 08.

Primary smelting, refining of nonferrous metals

33397—INDIA—Tin ingots. Sujata Consultants & Sales Private, Ltd. (A, I), 610 Surya Kiran, 19 Kasturba Gandhi Rd., New Delhi 110001.

Cutlery, hand tools, general hardware

34230—ICELAND — Hand tools of all types. K. Thorsteinsson & Co. (I, A, D), P.O. Box 1145, Reykjavik.

34233 — SWITZERLAND — Metalworking tungsten carbide hand tools. Usines Metallugigues de Vallorbe. (A, M), Rue du Moutier, 1337 Vallorbe.

34250—SWITZERLAND—Quality metalworking circular saw blades (also high speed). Usines Metallurgigues De Vallorbe. (A, M), Rue Du Moutier, 1337 Vallorbe.

34295—SWEDEN — Hose couplings. AB Tergo. (I, A, D), Bannergatan 61, S-102 52 Stockholm. WTDR 1/73.

Fabricated structural metal products

34421—PARAGUAY—Air curtain doors. Ing. Pablo Daumas Ladouce. (A), Casilla 1410, Asuncion. WTDR in prep.

34430 — GERMANY — Boilers. Wilhelm Haberkamm, Apparatebau U. Blechwarenfabrik, Contact: Wolfgang Springer (M, A), 5241 Bindweide.

34433—ISRAEL — Utility steam condensers, boilers. Techniab Equipment & Engineering Ltd. (I, A, M), Shenker Blvd., Industrial Zone, Herzia. WTDR 11/72. Interested in working on an exclusive agency basis.

34435 — GERMANY — Pressure vessels, tanks. Wilhelm Haberkamm, Apparatebau U. Blechwarenfabrik, Contact: Wolfgang Springer (M, A), 5241 Bindweide.

Fabricated wire products

34819—SWEDEN—Conveyor belts. J. H. Tidbeck Aktiebolag. (I, A, M), Edsvallabacken 20-24, S-123 21 Farsta.

Fabricated metal products

34940—SWITZERLAND—Pressure regulating valves, devices (corrosion resistant; for chemical, food industries). Dr. Blattner AG, Attn: Dr. Fred Blattner (A,D), Angensteinstr. 15, 4052 Basel.

Construction, mining, materials handling machinery, equipment

35311—NETHERLANDS — Tractors, related construction machinery for export to Peoples Republica of China. Sembodja Holland B. V., Attn: Robert Van Marle (I, A), P.O. Box 1079, 728 Keizersgracht, Amsterdam. WTDR in prep.

35319—GREECE—Antipollution systems for sea use, including dredging equipment. Emmanuel Vardoulakis (I, A), 3 King Constantine Ave., Thessaloniki.

35319 — NETHERLANDS — Construction machinery, such as cranes, concrete equipment, etc. Sales territory Benelux Countries. N. V. Nederlandse Bouwmachine Maatschappij Zwaans. N.V. (A, D, I, exporter), 75 Hoorn, Alphen A/D Rijn. Attn: J. Van Oel, Purchaser.

35319—NETHERLANDS — Earthmoving equipment for export to Peoples Republic of China. Sembodja Holland B. V., Attn: Robert Van Marle (I, A), P.O. Box 1079, 728 Keizersgracht, Amsterdam. WTDR in prep.

35340—UNITED KINGDOM—Hydraulic working platforms up to heights of 400 ft. Blackburn (Suspended Scaffolding) Ltd. (B. K. Abraham) (A), Valley Rd., Bradford BD1 4RJ.

35362 — NETHERLANDS — Materials handling equipment, especially hydraulic cranes. Sales territory Benelux Countries. N. V. Nederlandse Bouwmachine Maatschappij Zwaans (A, D, I, exporter), 75 Hoorn, Alphen A/D Rijn. Attn: J. Van Oel, Purchaser.

35370—ISRAEL—Fork-lifting machinery Techniab Equipment & Engineering Ltd. (I, A, M), Shenker Blvd., Industrial Zone, Herzlia. WTDR 11/72. Interested in working on an exclusive agency basis.

35370 — NETHERLANDS — Internal transport equipment, such as industrial cars, trucks, lift trucks, lift platforms, etc. Sales territory Benelux countries. N. V. Nederlandse Bouwmachine Maatschappij Zwaans (A, D, I, exporter), 75 Hoorn, Alphen A/D Rijn Attn: J. Van Oel, Purchaser.

Metalworking machinery

35451 — SWITZERLAND — Cylindrical and conical milling and boring tools, countersinks, other hard metal tools for machine tools. United Wire Works Ltd., Attn: Peter Nobs, Sales Mgr. (M, I, D), Dept. Bidurit, Neumarktgasse 33, 2501 Biel.

Special industry machinery

35592—AUSTRALIA — Foundry equipment. Bisley & Co., Pty. Ltd. (I), Amp Bldg., Circular Quay, Sydney, 2000. Cable Jonbis. WTDR in prep.

35593—SWEDEN — Injection moulding machines for thermal plastics. Ernst Carsten Specialmaskiner AB (I, A), P.O. Box 441, S-551 02 Jonkoping.

35593 — VENEZUELA — Special industry machinery: extrusion, injection and blow molding plastics working machinery. Also interested in machinery for manufacture of artificial leather. Requests catalogs, descriptive materials, quotations. Codisa Equipos Industriales (A, I), Apartado 51313, Caracas. Attn: O. R. Herrmann.

35595—AUSTRIA — Special machinery for the stone and glass industries. (I, A, D), Renngasse Qp, A-1010 Vienna.

General industrial machinery

35621—CANADA—Ball bushings. Polymotion Ltd. Contact: Robert R. Gropp, Sales Mgr. (A, D), 77 Doncaster Ave., Wilowdale, Ontario.

35624—CANADA — Mounted bearings. Polymotion Ltd. Contact: Robert R. Gropp, Sales Mgr. (A, D), 77 Doncaster Ave., Wilowdale, Ontario.

35641 — GERMANY — Industrial fans, blowers. Wilhelm Haberkamm, Apparatebau U. Blechwarenfabrik, Contact: Wolfgang Springer (M, A), 5241 Bindweide.

35642—GERMANY—Dust collection, air purification equipment and air washers. Wilhelm Haberkamm, Apparatebau U. Blechwarenfabrik, Contact: Wolfgang Springer (M, A), 5241 Bindweide.

35642—ISRAEL — Dust and pollution control equipment such as filters, electrostatic precipitators, ventilators. Techniab Equipment & Engineering, Ltd. (I, A, M), Shenker Blvd., Industrial Zone, Herzlia. WTDR 11/72. Interested in working on an exclusive agency basis.

35642—SOUTH AFRICA — Dust collection, extraction equipment. Cataalogs, descriptive material requested. Eclipse Eng. Ltd. Attn: D. G. Canning (I, A, D), P.O. Box 5017, Benoni South, Transvaal. WTDR in prep.

35661—CANADA—Bronze bushing and bearing, oil impregnated—SAE 660; SAE 660—graphited bronze bushings. Wishes to be stocking master distributor for all Canada. Polymotion Ltd. Contact: Robert R. Gropp, Sales Mgr. (A, D), 77 Doncaster Ave., Willowdale, Ontario.

35672 — GERMANY — Industrial ovens. Wilhelm Haberkamm, Apparatebau U. Blechwarenfabrik, Contact: Wolfgang Springer (M, A), 5241 Bindweide.

35672—GREECE — Antipollution equipment including: dust control systems, gas scrubber systems, Gruendler process equipment, liquid waste processing systems. Nicolaos Papapostolou (I, A), 45 Pringipos Nicolaou St., Thessaloniki.

35672—GREECE — Antipollution equipment including: dust control systems, gas scrubber systems, Gruendler process equipment, liquid waste processing systems. Emmanuel Vardoulakis (I, A), 3 King Constantine Ave., Thessaloniki.

35672—GREECE — Antipollution equipment including: dust control systems, gas scrubber systems, Gruendler process equipment, liquid textile plant waste treatment systems, waste processing systems. Dimitrios & Daniel Kandyliaris (I), 19 Angelaki St., Thessaloniki.

35690 — SWEDEN — Special filters for water care and dust precipitators. J. H. Tidbeck Aktiebolag (I, A, M), Edsvallabacken 20-24, S-123 21 Farsta.

35690 — SWITZERLAND — Micropore membrane filters (for filtering of certain bacteria, etc.) Dr. Blattner AG, Attn: Dr. Fred Blattner (A, D), Anrenseinerstr. 15, 4052 Basel.

Office, computing, accounting machines

35730—GERMANY—Electronic computing equipment and data processing machines. Wilhelm Haberkamm, Apparatebau U. Blechwarenfabrik, Contact: Wolfgang Springer (M, A), 5241 Bindweide.

35731 — ITALY — Desk type electronic computers capable of being programmed. Tesak S.P.A. (M), 79 Viale Donato Giannotti, 50126 Florence. WTDR 4/72.

35741—GERMANY—Computer software for production purpose, for accounting administration and management information systems. If possible for use with IBM equipment, also interested in computer hardware. David C. Lacey, Jr., Commercial Officer, American Consulate General, 7 Urbanstasse, D-7000 Stuttgart 1.

35760 — ITALY — Electronic weighing scales normal types and types for industrial use. Tesak S.P.A. (M), 79 Viale Donato Giannotti, 50126 Florence. WTDR 4/72.

Service industry machinery

35820—MALAYSIA — Commercial laundry equipment complete with washing

machine, washer/extractor; drying tumbler; flat work iron and presses; dry cleaning equipment. Suitable for handling 15 to 300 lbs. dry weight per load. Catalogs, descriptive materials requested. George Kent (Malaysia) Bhd., Attn: R. A. Aziz (I, A, M), No. 2 Lorong 19/1A, Petaling Jaya, Selangor, Cable Address: Kentmeters, Kuala Lumpur. Telex: KL TX 365. WTDR 12/72.

35891—AUSTRALIA—Microwave ovens for commercial use for restaurants, hotels, resorts. Newman McKay & Co. (finance Brokers), 26 O'Connell St., Sydney, 2000. WTDR in prep.

35891 — JAMAICA — Compact sewage plant for small communities. Should be fitted with compressors capable of being placed underground. Quotations c.i.f. Cayman Islands. Howden Caribbean Ltd., Contact: Paul Von Der Porten, Managing Director. (I, N, D), P.O. Box 1036, Grand Cayman Islands, BWI. WTDR 3/73.

35893 — SWITZERLAND — Air operated industrial vacuum cleaners for removal of turnings (chips) from metalworking machine tools. Sopra AG (I, D), Uraniastr. 11, P.O.B., Ch-8023 Zurich.

Electric transmission, distribution

36131—SWITZERLAND — High voltage power transmission, distribution equipment, switch yard apparatus up to 380 KV of advanced, novel design. Gram SA, Attn: R. A. Beck, Dir. (M, D), 6623 Villeneuve. WTDR 3/73. Will consider manufacture under license in Switzerland.

Electrical industrial apparatus

36210 — ISRAEL — Industrial armatures made out of hard PVC (ball valves, diaphragm valves). Transtechnica, Ltd. (I, A), 34 Petach Tikva Rd., P.O. Box 325, Tel Aviv. WTDR 11/72. Wishes to work on an exclusive agency basis.

36220—GERMANY — Industrial control equipment. Wilhelm Haberkamm, Apparatebau U. Blechwarenfabrik, Contact: Wolfgang Springer (M, A), 5241 Bindweide.

36231 — THAILAND — Electric welding machines, industrial type. Requests c.i.f. Bangkok prices, catalogs, brochures. World Products Co., Ltd., Attn: Mr. Prasit Thankolsri (I, D), 457 Mahachai Rd., Bangkok. WTDR 1/73.

36240—AUSTRALIA — Graphite and/or carbon suitable for use as recarbonizer (composition of grade of recarbonizer sought is: fixed carbon 99.0 percent: sulphur, volatiles and ash .01, .40 percent and .60 percent respectively. For desired sizing all material should fall within range —20 to plus 100 ASTM). Bisley & Co. Pty. Ltd. AMP Bldg., Circular Quay, Sydney 2000 NSW. WTDR in prep. Cable: Jonbis. Requires approx. 250 m.t. tons per annum.

Household appliances

36311—AUSTRALIA—Microwave ovens for household use & aboard yachts, cabin cruisers. Newman McKay & Co. (Finance Brokers), 26 O'Connell St., Sydney, 2000. WTDR in prep.

36340—AUSTRALIA—Electrical household appliances. Contrax Builders Supplies, Prop. Ltd. (I, A, D), P.O. Box 1084, Surfers Paradise, Queensland, 4217.

Electric lighting, wiring equipment

36410 — SWITZERLAND — Flashlight bulbs, flashcubes, photoflood bulbs. Theo Beeli AG (I, A, D), Hofackerstr. 13, P.O. Box Ch-8029, Zurich.

Electric lighting, wiring equipment

36421—AUSTRALIA—Lighting fittings, fixtures for residential use. Contrax Builders Supplies, Prop. Ltd., (I, D, R), P. O. Box 1084, Surfers Paradise, Queensland, 4217.

36426—SWITZERLAND — Amateur and professional flashlights, photoflood, movie lights, cinema lamps. Theo Beeli AG (I, A, D), Hofackerstr. 13, P.O. Box Ch-8029, Zurich.

Communication equipment

36612—SWITZERLAND — Automatic telephone dialing repeater (automatically repeats number in sequence when line is engaged). Sintronic SA, Attn: Stanley A. Mayzner, Pres. (A, I, D), 16A Ave. De Miremont, 1211 Geneva. WTDR in prep.

36621 — FRANCE — Hyperfrequency equipment, components wave guide equipment (frequencies between 3 and 36 G Hz). SPI-ITT — Div. Marketing — Attn: M. Guerga (I, A, M), 1, Ave. Louis Pasteur, 92223 Bagneux.

36623—JAMAICA—Industrial and commercial safety and security devices. Brochures, prices requested. Protection & Security Ltd., Contact: Charles Young, Industrial Security Protective Service Co. 15 Haining Rd., Kingston 5. WTDR in prep.

36623—SPAIN—Fire detecting devices. Aronaval (A), Orense 11, Madrid 20.

36623—SWEDEN—Electronic sound signaling burglar alarm, to be installed in cars, boats. J. O. Soders AB (I, A, D), Box 49049, S-100 28 Stockholm.

36624—FRANCE—Air traffic control systems, equipment. Rohde & Schwartz France (A, D), 33, Blvd. Berthier, 75017 Paris. Handles automatic test equipment for aircraft, test equipment for navigational instruments, air traffic surveying equipment. Sales territory France, North Africa. Air shipment preferred. Seeks technologically advanced equipment.

36625 — SPAIN — Radar systems and equipment. Aronaval (A), Orense 11, Madrid 20.

Electronic components, accessories

36792—CANADA—Capacitors for communication equipment. C & R Devices Ltd.—Contact: H. Vogt, Mgr. (A, D, Wholesaler), 153 Norfinch Dr., Unit 3, Downsview, Ontario M3N 1Y2.

36793—CANADA—Resistors for communication equipment. C & R Devices Ltd.—Contact: H. Vogt, Mgr. (A, D, Wholesaler), 153 Norfinch Dr., Unit 3, Downsview, Ontario M3N 1Y2.

36795 — FRANCE — Electronic components; electronic connecting devices. Comelin S.A., Attn: Claude Le Garrec (A), Route de Marcoussis, 91470 Limours.

Motor vehicles, equipment

37140—UNITED KINGDOM—Motor vehicle accessories, including bumpers (possibly microcellular elastomeric polyurethane). G. Gardiner Brown, Asst. Com. Attache, American Embassy, Box 40, APO NY 09510.

Aircraft, parts

37224—ISRAEL—Aircraft engine, engine parts. Amzad Supplies Ltd. (I, A, M), 98 Giborei Israel St., P.O. Box 2850, Tel Aviv.

Motorcycles, bicycles, parts

37510 — SOUTH AFRICA — Bicycle pedals 9/16 inch x 20 threads per inch, bicycle chains ½ inch x ⅛ inch comprising 114 links, bicycle chain wheels 48 cogs to fit ½ inch x ⅛ inch chain, bicycle bells every type. Catalogs, descriptive material requested. Agencies International, (I, A), P.O. Box 4720, Johannesburg. Attn: L. M. Wiseman. WTDR 3/73. Would like prices quoted f.o.b. East Coast or Gulf Ports only.

Transportation equipment

37991—ICELAND—Light camping trailers for automobiles. Akta Umbods Og Heildverzlun (I, A, D), P.O. Box 772, Austurstraeti 14, Reykjavik.

Engineering, laboratory, scientific research instruments

38110 — SWITZERLAND — Ultra cold cabinets (—10° F and more) of different size for use in research, medical laboratories (50 cycle, 220 volt). Frigorex AG, Rolf Kessler, Basel Office (M, I, D), Postfach 24, 4106 Therwil. WTDR 4/72. Electrical equipment may eventually be adapted to 50 cycles 220 volt by importer.

Surgical, medical, dental items

38410—PORTUGAL—Injectors for angiographic equipment. Soc. Com. Mattos Tavares, Lda. (I), Apartado 2171, Lisbon 2.

Photographic equipment

38610 — UNITED KINGDOM — Photographic accessories such as exposure meters, tripods, darkroom accessories, etc. Rollei (UK) Ltd. Attn: I. G. Cuthbertson (I, D), Denington Industrial Estate, Wellingborough, Northants.

38611 — SWITZERLAND — Amateur, professional darkroom equipment; enlargers; glassless negative carriers; print dryers; washers; conversion sets; slide strip film projectors; daylight projectors; slide viewers; trays; and sorters. Slide-frames; cassettes; storage systems. Do-it-yourself developer sets; printing sets; projector tables; lenticular screens; wall screens; photograph lettering equipment; flashlight apparatus; photographic film; car and cinema tripods. Theo Beeli AG (I, A, D), Hofackerstr. 13, P.O. Box Ch-8029, Zurich.

38612—KUWAIT — Copying equipment. Al-Jeel Trading Est. (I, A, D, R), P.O. Box 22422, Kuwait. Cable: Anita.

38613 — SWITZERLAND — Amateur, professional 8 mm, super 8, 16 millimeter motion picture equipment, cameras, projectors. Home movie making accessories; projection accessories; screens; telescreens; motion picture lettering equipment; motion picture printing; developing, drying machines; other processing equipment, background equipment, film reels, cassettes. Theo Beeli AG (I, A, D), Hofackerstr. 13, P.O. Box Ch-8029, Zurich.

38614—GERMANY—Microfilming equipment. Bog Buero Organisations GmbH (I, D), 6000 Frankfurt, Heddernheimer Landstr. WTDR 7/72.

38615—SWITZERLAND—8 and super 8

color cartoons; educational films; exposed color slides. Theo Beeli AG (I, A, D), Hofackerstr. 13, P.O. Box Ch-8029, Zurich.

38617—KUWAIT—Paper used in copying machines. Al-Jeel Trading Est. (I, A, D, R), P.O. Box 22422, Kuwait. Cable: Anita.

Toys, amusement, sporting goods

39410 — AUSTRALIA — Baby toys. Williams Marketing Corp. (A, D, I), 321 Pitt St., Sydney, 2000.

39410 — AUSTRALIA — Toys, games. Goldring Engineering (A'Asia) Pty. Ltd., Mr. F. Wesseling (I, A, D), 26 Ricketty St., Mascot, NSW 2020.

39410—UNITED KINGDOM — Toys. G. Gardiner Brown, Asst. Com. Attache, American Embassy, Box 40, APO, NY 09510.

39491—AUSTRALIA — Fishing tackle, equipment. Goldring Engineering (A' Asia) Pty. Ltd., Mr. F. Wesseling (I, A, D), 26 Ricketty St., Mascot, NSW 2020.

39493—SPAIN—Skis. Denesa Espanola, S.A., Attn: Mr. Ramirez (A), General Sanjurjo 52, Madrid 3.

Pens, pencils, office, artists' items

39510—ISRAEL—Ball point and fountain pens. S. Gutowska, Ltd. (I, A, D), 72 Nahlat Benjamin St., Tel Aviv. Interested in working on an exclusive agency basis.

Manufacturing industries

39931—SWEDEN—Luminous tubing and bulb advertising signs, traveling message signs, message change signs for automobiles, electronic devices for advertising signs and displays, illuminating devices to achieve special effect. Skylt & Decorsystem AB (I, A), Box 11022, S-720 11 Vasteras. WTDR 6/72.

39993—JAMAICA—Wood, safety, stick matches; brown-dip, packed 60 to box; box should have strike surfaces on both sides. Quantities may run 2,000 cases month. Embassy of United States, Attn: Commercial Officer, No. 43 Duke St., Kingston.

Future Construction Abroad

KUWAIT—The Ministry of Public Works has called for registration of all qualified international contractors wishing to participate in the tender for the **expansion of the second phase, western part, of the Shuwaikh Port.** The project covers the following works: paving and asphalting of roads, car parks, open grounds; storm-water drains; ship fuel feed piping; various water pipes and extensions; fire fighting extensions; additional storage shed on pier 7/8; administration building and other buildings; open shed in fishing harbor; walls and fences inside and around site; electrical and telephone extensions; cattle pens, veterinary quarantine, office and laboratories. Estimated value of this tender is $10 million. Deadline for registration is May. Companies can register with the Central Tenders Committee by completing application form which can be obtained by Kuwaiti agent or by writing directly to the Tenders Committee, P.O. Box 1070, Kuwait.

LEBANON—The Cabinet has authorized a L£61 million loan by the Lebanese Social Security Fund to the Ministry of Health for **construction of hospitals:** L£21.3 million for a 500-bed hospital in Beirut, including a section for eye and kidney surgery; L£14.34 million for a 500-bed hospital in Tripoli; L£10.7 million for a 250-bed hospital in Sidon; L£10.7 million for a 250-bed hospital in Zahle; L£4 million for a cardio-surgery section at the Dahr El Bachek Sanatorium. Participation in the consulting engineering studies and in construction and equipping of the hospitals is open to Lebanese and foreign firms, provided the latter have office or representatives in Lebanon. However, consulting studies for the Tripoli hospital have already been awarded to the Lebanese firm, Joseph Karam, Karam Bldg., Badaro St., Beirut, and the consulting contract for the Beirut hospital may go to another Lebanese firm. Opportunity remains for U.S. firms to seek participation in the consulting engineering studies for the Sidon and Zahle hospitals. Invitation for offers for consulting engineering services on the above will be issued when the loan authorization is passed. U.S. firms interested in participating in these studies should submit their offers as turnkey projects before bids are invited (cost per bed including fixed and mobile equipment, air conditioning, etc.) to Dr. Jamil Anouti, Director General, Ministry of Public Health. Hussein Mansour Bldg., Fouad I St., Beirut. Tender invitations for the hospital construction will be issued as follows: Tripoli hospital expected issuance June/Aug. 1973, after land expropriation is completed. Sidon and Zahle hospitals around the end of 1973. Beirut hospital not yet known.

CENTRAL AFRICAN REP.—The Government of Central African Republic has decided to form a consortium to build a **200-room hotel** in Bangui. Local architects will make the plans and estimate the costs. The consortium responsible for this project has no experience in the hotel business and individual hotel management firms interested in supplying technology or "know-how," and who would be interested in taking over the management of the hotel as soon as it is finished, should contact the Central African Republic Embassy, 1618 22nd St. NW., Washington, D.C. 20008.

CANADA — The Bank of Montreal has announced plans to construct the **tallest office tower in downtown Toronto.** The 70-floor white marble tower will be built on a five-acre, three-story podium which will itself contain 250,000 sq. ft. of space. The C$160 million building will contain about 3.5 million sq. ft., making it the largest office complex in Toronto, and will take three years to build. Though excavation work has started, actual construction cannot begin until the Toronto City Council gives its expected final approval. Write: Paul Reichmann, Vice President, Olympia and York Developments. Olympia Sq., 797 Don Mills Rd., Don Mills, Ontario.

AUSTRALIA — A multi-million dollar scheme to **modernize public transport in major Australian cities** was announced at a meeting of Federal and State Transport Ministers held in Hobart. The Federal Cabinet will grant the Australian States two thirds of the cost of improvements to public transport systems, except underground railways, in their capital cities. Details of conditions with the Federal Government may attach to the grants and the actual amounts of the grants are expected to be finalized at a further meeting of Transport Ministers. New South Wales will give priority to the purchase of new rolling stock, in the form of 200 double-deck passenger rail carriages. The Public Transport Commissioner has been asked to commence preparation of tender documents and it is expected that tenders for the rolling stock will be called as soon as details of the first year's allocation under the grant are known. Write: M. Morris, Dept. of Government Transport, 99 Macquair St., Sydney, N.S.W.

KOREA — The Republic of Korea Government has concluded a $25.6 million loan agreement with the Asian Development Bank (ADB) to cover the foreign exchange cost of the **$41.85 million metropolitan water intake project.** This project is to relocate the Seoul and Inchon water intakes on the Han River and draw the water at the Paldang Dam, approximately 9 kilometers east of Seoul. The project commenced at the end of March 1973 and is expected to be completed by December 1977. The government agency in charge of the project, Ministry of Construction (MOC), will soon submit to ADB a list of consultants of ADB member countries for the Bank's approval before inviting these consultants to submit their proposals. Contracts for civil works will be awarded on the basis of competitive bidding among prequalified local contractors. The material and equipment required for this project will include 10 pumps with total capacity of 1.2 million MTD, a 154 kv. power transmission line with transformers for the pumping station, and materials to fabricate two raw water transmission pipelines of 88.5 km. in total length and with a total design capacity of 1.2 million MTD. Major items will be procured through international competitive bidding. Interested U.S. firms should contact Mr. Shin Kyung Snik, Chief, Waterworks Sect., Ministry of Construction, Seoul.

BRAZIL — A project designated as POCAM (Poligono de Conhecimentos da Amazonia) is in the early preliminary stages. The objective of POCAM is to **link Brazilian libraries with substantial reference material of value to those studying the Amazon area.** The system is expected to include the transmission of visual images of printed material via satellite radio and to require computers and reproduction equipment. Estimates are not yet available concerning the cost of this project nor the date it will be in operation. U.S. companies may contact: Dr. Paulo de Almeida Machado, Director General, Instituto Nacional de Pesquisas da Amazonia (INPA), Rua Guilherme Moreira 116, Caixa Postal 478, Manaus, Amazonas, Brazil. Tel.: Manaus 2-60-68. INPA also has an office at: Instituto Nacional de Pesquisas da Amazonia, Av. Franklin Roosevelt, 39 - s/804, Rio de Janeiro, GB, Brazil. Tel: 252-4856.

THAILAND—The Provincial Electricity Authority (PEA), a state enterprise, has proposed extensive **electrification of rural areas** throughout the country. The project is estimated to cost $650 million, and take 25 years to complete. A feasibility study of the project recommends supplying electricity to 40,000 villages which will consume an estimated 880 mw. by 1999. The project may have to be implemented in four stages. The first, which PEA hopes to start next year, will call for a budget of $40 million, $25 million of which may be financed by World Bank and Asian Development Bank loans. The following construction and equipment will be procured on an international basis: generators, transformers, power transmission and line equipment. Interested U.S. firms can write directly to: Thawee Asawanont, General Manager, Provincial Electricity Auth., 218/3 Rama 6 Rd., Bangkok.

CANADA—Exploration for **oil and gas in Canada's western Arctic Islands** has received major impetus with an announcement that financial commitments worth potentially $135 million over the next eight years have been made to Elf Oil by members of a partnership formulated to conduct gas research and development there. The new partnership, Elfex and Co., will explore 11.8 million net acres on Bank, Prince Patrick and Borden Islands contributed by Elf and on other acreage which Elfex may acquire. The other members of the new partnership are Tennesco Oil & Minerals Ltd., Columbia Gas Development of Canada Ltd., Texas Eastern Exploration of Canada Ltd., Norlands Petroleum Ltd., and Panarctic.

INDIA—B. Israni, Chairman of the International Airports Authority of India (IAAI), reported that the **Santa Cruz Airport in Bombay will be expanded and a modern new $32 million terminal** will be built adjoining the existing terminal. Most of the new terminal building is expected to be completed during the Fifth Five-Year Plan ending March 31, 1979. The new terminal would be capable of handling seven million passengers annually. The American architect, Buckminster Fuller designed the terminal building, while the French firm "Airport de Paris" prepared the master plans.

SWEDEN—The Port of Gothenburg Authority has announced that "mammoth tankers and more container traffic" figure in the Port's development plans. Plans are under way for two new facilities. The first will be a new **unit load facility** to be known as Alvsborg Harbor. It will cover about 200 acres in the Gota River estuary west of the Skandia Harbor, and contain berths, container cranes, roll on/roll off ramps, and a variety of new materials-handling facilities. The second project will be **a facility to receive 350,000 dead weight ton tankers** with capacities of up to 400,000 tons of crude oil for the Gothenburg refineries, which are the largest in Scandinavia. Plans include constructing **berths for tankers of up to 500,000 tons.** The cost of constructing a single berth in the crude oil facility alone will be approx. $5.5 million including the dredging of entrance channels. Director of the Port welcomes U.S. firms to bid on any aspect of these developments. In addition to the construction, channel dredging and port development works, there are also a number of opportunities for U.S. suppliers of materials handling equipment. Interested firms may contact: Sven Ullman, Director and/or Berndt Hultman, Manager, Technical Dept., Port of Gothenburg, P.O. Box 453, Gothenburg, Sweden.

ARGENTINA—**Gas del Estado, the Argentine state gas company, has prepared a development plan through 1980 which will require an investment of between $700-$850 million to provide increasing quantities of low-cost gas.** The three principal gas trunk line systems will be increased in capacity from seven to 11 million cubic meters per day. On the southern line an increase to 15 million cubic meters per day can possibly be achieved through the installation of more compressor plants. The tendering of the remainder of the second gas line from Olavarria to Buenos Aires will take place in the near future. Decisions to construct lines tying the cities of Santiago del Estero and Santa Fe into the gas system have already been made. Gas treatment projects at the fields in Caimancito, Neuquen, Pico Truncado and others are already under way, as are tendering for a synthetic natural gas plant and the soon-to-be-announced tender for a dock for discharging propane gas at Dock Sud in Buenos Aires. The $20 million natural gas extraction plant to be operated by Gas del Estado as part of the Bahia Blanca petrochemical complex is scheduled for completion in 22 months. A liquid gas storage plant to be constructed at Dock Sud will cost $20 million. Imported equipment for all these projects will cost about $39.3 million. Contact: Ing. Antonio T. Barbato, Gerente de Planeamiento or Ing. Victor O. Miganne, Gerente Estudios, Proyectos y Obras both at Alsina 1149, Piso 1, Buenos Aires.

PARAGUAY—Plans to **expand the existing Vallemi cement plant or build an entirely new plant** have been announced. A feasibility study released by the Technical Planning Secretariat of the Paraguayan Government calls for a $15-$17 million investment in facilities capable of producing about 250,000 m.t. of cement per year. There is an estimated market for at least 3 million m.t. of cement over the next 15 years for construction of three hydroelectric projects, Acaray II, Itaipu, and Yacyreta-Apipe. Interested firms may obtain further information from either: Secretaria Tecnica de Planificacion, Presidente Eligio Ayala e Iturbe, Asuncion, or Industria Nacional del Cemento, Calle Estrella 620, Asuncion.

ISRAEL—The Zim Lines, Israel's national shipping company, is working on a design for **a large plant for frozen food** in Afula. The project is still in its preliminary stages. An application for **"approved project"** status will be submitted to the Government of Israel, which is believed to favor the project. Total investment is estimated at $12 million. The bulk of the required equipment will probably be purchased from U.S. suppliers. First orders for equipment will be placed in ten months, and purchasing will continue over a period of 2-3 years. A letter from Zim's Project Manager, N. T. Beery, giving an outline of the project together with information on the food freezing equipment that may be required, is available from the U.S. Department of Commerce, Trade Opportunities Sec., BIC-267, Rm. 1322, Washington, D.C.

JAMAICA—Design of the first phase of Kingston's $40 million **trans-shipment center** is under way. The Port Authority is supervising the project, and they will also be responsible for ordering the capital equipment. U.S. suppliers should write to: A. A. Rattray, Chairman, Port Authority, 51 Duke St., Kingston, enclosing available literature on the following: harbor tugboats, steel sheeting and pilings, and 40-ton gantry cranes for containers. Exporters offering credit will stand a better change of acquiring orders. Orders are estimated to be worth more than $5 million.

BRAZIL—A copy of PORTARIA No. 490 of Brazil's Ministry of Transportation, authorizing expenditures in **new facilities for Brazilian port improvement,** is available (in Portuguese only) from the U.S. Department of Commerce, Trade Opportunities Sec., BIC-267, Rm. 1322, Washington, D.C. 20230. Also available (in English) is a summary of the equipment approved for purchase under the 1973 budget and a list of the names and addresses of **Brazilian port authorities** which U.S. firms may wish to contact for possible sale of equipment.

ARGENTINA—The United Nations Development Program (UNDP) is helping to finance Argentina's **mineral exploration** program. U.S. companies can win contracts for direct geological investigation or investment activity and equipment sales for the exploitation of any resources proven. The first effort is in the northwestern part of the country, and involves the expenditure of $2.3 million in a three-year program directed by Fabricaciones Militares (FM). U.S. equipment suppliers in the geophysical, geochemical and earth sciences fields, including aerial geology, should contact FM and the Ministry of Mining and Industry at Av. Julio A. Roca 651, Buenos Aires, and the UNDP, United Nations, New York 10017.

CYPRUS—Nicos G. Dimitriou, Chairman of the Electricity Authority of Cyprus, has outlined **power development plans** for the period 1974-81. Plans calling for development expenditure of more than $57 million include the following major projects: Installation of two 15,000-kw. gas turbine sets at Athalassa 132-kv. substation in 1977; construction of the first stage of Dekhelia "B" Power Station, installation of one 60,000-kw. generating unit in 1979, followed by a second similar unit in 1981; erection of 22 miles of double circuit 132-kv. overhead line from Dekhelia to Athalassa in 1979; erection of 14 miles of single circuit 66-kv. overhead line from Moni to Polemidhia in 1977; provision and installation of additional 66-kv. transformers and switchgear at various 132-kv. and 66-kv. substations, and construction of a system control center at Athalassa substation in 1974. The Authority hopes to finance its development schemes through development stock issues, World Bank loans, and its own resources.

ANGOLA—Gov. Gen. Santos e Castro has announced a plan to **increase dock space in Luanda harbor** to a total of 2,000 meters by August 1974. The plan calls for a two-phase dredging and construction operation. Total cost of the project, including cargo handling facilities, is expected to exceed $9 million.

JAMAICA—The Minister of Mining and Natural Resources has announced that a **major water supply scheme** for the mid-island town of Mandeville will start in 1973. The project will increase the water supply in that area from the present one million gallons a day to eight million gallons daily within the next 20 years. The $10 million scheme is to be completed in three phases. The Inter-American Development Bank will provide $288,000 for the design contract. The system will be based on an underground water supply located at the foot of Spur Tree Hill. Electrical pumps will be required to move the water over several hundred feet of mountains to Mandeville consumers. The design of the scheme and award of contracts is expected to take from six months to a year. U.S. engineering companies and suppliers can request the National Water Authority, 14 Oxford Rd., Kingston 5, Tel. 926-5810, to inform them when the contracts are put out to tender.

CAMEROON—The Government of Cameroon has received a World Bank team to work out the **detailed project design for three roads:** 1) The consultants Ingeroute Lamarre-Valois have completed the preliminary studies for the Douala-Kokem Road, the most important economic artery of the study. The firm identified four options, ranging from very simple improvements to extensive realignment, widening, grading, and surfacing, at estimated costs ranging from $12.9-$44.1 million; 2) The same consultant has submitted the preliminary study for the Garoua-Maroua-Mora Road, the last remaining link in the North-South axis linking Fort Lamy with the railhead at Ngaoundere by road. The three options presented vary between $15.1-$18.5 million. 3) The preliminary study for the Foumban-Pont du Noun road is not yet available but is expected soon. It is being prepared by the German consultant Gauff. The cost of this project is in the neighborhood of $7.8 million. All three of the roads are to be hard-surfaced. The documents may be ready by May, but no estimate is available as to when calls for bids will be issued.

CANADA — The construction of **new hotels in Montreal and Quebec** includes the following projects: N. Nerenberg, President of Concordia Estates Ltd., 1 Place Bonaventure, Montreal, has announced that his company has agreed with Loews Hotels Inc. for the creation of a cross-Canada chain of hotels to be built and owned by Concordia and its associates and operated by Loews. The first of these, the 450-room deluxe Le Concorde-Quebec is now under construction in Quebec City and is due for completion next January. Construction of a 952-room deluxe hotel in downtown Montreal and a 500-room first class hotel as part of Montreal's Cite Concordia is due to commence by mid-year and to be completed before 1976. The three hotels were designed by Montreal architect Dimitri Dimakopoulos, 1253 McGill St., with William Tabler of New York as hotel architectural consultant. Financing is reportedly being arranged through the Heitman Mortgage Co. of Chicago. The 952-room deluxe hotel will be topped by a rotating restaurant, will connect with Montreal's subway system and its downtown underground shopping areas. The buildings will include convention facilities, a shopping mall with some 75 shops, and indoor parking for 1,200 cars. John Schofield of the Berkeley Hotel, 1188 Sherbrooke St. W., Montreal, announced plans for a 360-room extension adjoining the Berkeley on the east side, with convention facilities for 1,200. Architects are Webb, Zerafa, Menkes and Housden, 2050 Mansfield St., Montreal. A 350-room Holiday Inn is to be built by Dupuis Freres department store interests in east Montreal and operated by Atlific Administration Ltd., 630 Sherbrooke St. W., Montreal. A 600-room hotel will be built in Montreal by the Hyatt International Corp. of Chicago. No details of cost or location have been revealed.

PERU—Banco Agropecuario of Lima has applied for a $25 million Work Bank loan to expand agricultural credit facilities for cooperatives and private farmers in Peru. This project offers many opportunities for U.S. exporters of agricultural equipment, particularly agricultural tractors and attachments, other mechanized equipment, poultry farm equipment and similar items. The loan money is not tied in any way to a particular source of supply nor is there any international bidding involved. If the loan is granted, the Banco Agropecuario will be in a position to finance the needs of farmers and cooperatives far beyond its present capacity. Loan recipients will be able to purchase from any suppliers they choose. Presumably foreign firms which are well-represented in Peru will benefit most from the new buying power of the Peruvian farmer, and U.S. agricultural equipment firms should insure that they are adequately represented to cash in on this opportunity.

BAHAMAS—The Government will study whether or not to build an **international convention center** in Nassau. A feasibility study will focus on the effect of such a center on the local hotel trade and on choosing a site for a facility to accommodate 2,000 visitors. The Ministry of Tourism envisages a complex containing a theater and conference and exhibition rooms equipped for multi-lingual translation. The Ministry of Tourism is looking for consulting firms or individual consultants to conduct the study. Contact: Arthur Averbrook, Director of Research, Ministry of Tourism, P.O. Box N-3701, Nassau (809-322-7500).

INDIA—The Gujarat State Fertilizers Co. Ltd. (GSFC), Fertilizernagar, Baroda,, Gujarat State, proposes to establish a $21 million **styrene and polystyrene plant.** Dr. C. B. Patel, the firm's managing director, announced that the Government of India has agreed to give a "letter of intent" for the project, whose annual production capacity is expected to be 30,000 tons of styrene and 15,000 tons of polystyrene. GSFC has invited foreign companies to submit offers for technical and basic engineering know-how, as well as the supply of plant machinery and equipment for the project venture. Interested U.S. firms should communicate directly with Dr. Patel at the above address.

BOLIVIA—The La Paz newspaper announced that the Santa Cruz telephone company, COTAS Ltda., Casilla 567, Santa Cruz de la Sierra, plans to **install 900 new telephone lines in the suburb Mineros.**

SOUTH AFRICA—As dredging of the new Richards Bay harbor proceeds, plans have been issued for the development of a **modern 310-sq.-km. industrial city** at the new port. While the plan was issued by the Government's Department of Planning, it entails no commitment of the Government or private enterprise to undertake or underwrite any of the area's development. Richards Bay is expected to develop into a petro-chemical industrial center. The port will accommodate 200,000-ton tankers and is expected to become an important terminal for the importation of crude oil. A pipeline already connects the port to the southern Transvaal metropolitan area and rail connections will link it to South Africa's other industrial centers. The plan reserves some 1200 hectares of land for a petro-chemical complex. Federale Mynbou-Trek Beleggings already has South African Government permission to build a petroleum refinery there, while African Explosives and Sentrachem have begun negotiating for possible sites on which to establish a related plastic and polyethylene plant. Shell, BP and the government-owned SASOL have also expressed interest in erecting a full ethylene cracker refinery at the port. Combined, these projects portend an investment exceeding $768 million. Another 1200 hectares have been laid out as industrial estates. Some 150 applications have already been received by the Richards Bay Town Board concerning purchase of industrial plots, which average in price between $25,000 and $32,000 per hectare. A modern city the size of present-day Durban has been envisaged for Richards Bay by 1990, replete with spacious residential areas and a luxurious center city.

AUSTRALIA—The new Darwin Community College, to be opened in 1974, will have workshops and laboratories for trade and technical training, general and special purpose classrooms, an administrative center, a cafeteria, an auditorium, and a library. Although tenders have not yet been issued, the college is a worthwhile sales prospect for U.S. suppliers of **audio visual, instructional, physical, laboratory, measuring and testing equipment and library equipment.** Catalogs, price lists, and other informative material may be of help. For further information contact the Interim Council, Darwin Community College, P.O. Box 4821, Darwin, Northern Territory, 5794.

BRAZIL—A contract between Cia de Pesquisa de Recursos Minerais (CPRM) and Kalium Mineracao S.A., a new company with the holding company Grupo Empresarial Lume, covers the **development of large potash reserves** near Carmopolis. The firms must decide on method of operation and start the project within 18 months. Kalium Mineracao already has projected an investment on the order of $120 million for the potash (KCL) production unit alone, and hopes for a future development of a metallic magnesium unit, and also one for soda ash. Kelium is anxious to hear from U.S. consulting engineers or mining companies experienced in solution mining (Frasch process). Contact Kalium Mineracao S.A., Av. Rio Branco, 147 - 11° and., Rio de Janeiro, ZC-39, 20000 Guanabara, Brazil. Attn: Lynaldo A. Uchoa de Medeiros, president, or Marcelo de Barros Oliveira, director.

THAILAND—The **Quai-Yai Hydroelectric Dam** is now in the implementation

stage of development. The dam, when completed, will be equipped to generate 720,000 kw. of electricity for distribution in ten provinces of western, southern and central Thailand, including the metropolitan cities of Bangkok and Thonburi. The entire project is estimated to cost $130 million, of which about $67 million will be borrowed from the World Bank and other sources. The project is scheduled for completion by the end of 1978 or the beginning of 1979. The final design, specification, and tender documents are scheduled for completion by August. Bids for construction and procurement of equipment will be called before the end of the year. The project may involve procurement of heavy construction equipment, generators, high tension power switchgear, transformers and related transmission equipment and accessories. Interested U.S. construction contractors and equipment suppliers should write directly to: Electricity Generating Auth. of Thailand, Bangkruay, Northaburi, Bangkok. Attn: Kasem Chatikanij, General Manager and Lek Karnjanapol, Director of Hydro-Electric Construction Dept.

CANADA—The proposed **St. Lawrence River supertanker port and pipeline** project will be designed to handle oil, bulk and ore carriers, and may include a refinery and grain terminal in addition to the pipeline to Montreal and New York State. The project is still in preliminary planning stage and no construction schedule has been announced. The port, in the Gros Cacouna-Ile Verte area of the lower St. Lawrence River, will consist of an inner harbor with seven berths for ships of from 26,000 to 100,000 tons, and off-shore unloading berths capable of handling modern supertankers. The project, except for the oil refinery, will be developed by Havre Champlain Inc., c/o Misener Enterprises Ltd., 115 Dieppe Rd., St. Catherines, Ontario. Ralph Misener, President of Scott Misener Steamships Ltd. in St. Catherines, is a major sponsor of the project. Havre Champlain is also developing the pipeline on behalf of Ashland Oil and New England Petroleum. The oil refinery is being planned by the Quebec Ministry of Industry and Commerce, Government House, Quebec, but no additional information has been released. Consulting engineers for the port as well as the bulk handling and grain terminals are C. D. Howe Co. Ltd., Thunder Bay, Ontario and 4333 St. Catherine St. West, Montreal, (514-937-2381).

EL SALVADOR — The Central Reserve Bank of El Salvador proposes to construct a **new headquarters building.** Salvadoran architect, Rafael Cordero, is advisor to the bank. He stated that the project, although still under study, will be built near the "Parque Bolivar" park, on "Calle Ruben Dario St., on a lot about eight to nine thousand square meters. The Government of El Salvador has not made any financing arrangements yet. Mr. Cordero, who will prepare the tenders, requests detailed specifications on all the latest and most modern specialized construction material, equipment and supplies required for the new building, which must be earthquake-proof and have conference rooms, an auditorium, several libraries, a numismatic-museum hall, slide and film projection facilities, closed TV circuits, micro-film photographing and projecting equipment, an air conditioning and ventilating system, computing machines, printing equipment, a pneumatic tubing system, alarm and security systems, fire-fighting systems, and elevators. Tender notices probably will be issued by the bank by the end of 1973. U.S. suppliers of the requested equipment, material and supplies should communicate (in Spanish) to Arquitecto Asesor Rafael Cordero, Apartado Postal 568, c/o Banco Central de Reserva de El Salvador, San Salvador.

ARGENTINA — Agua y Energia Electrica, the biggest State-owned electric generating agency in Argentina, continues planning its expansion program for 1973 and the period through 1975. This effort could potentially provide a long series of significant trade opportunities for U.S. exporters. A reoprt from the U.S. Embassy in Buenos Aires giving further information on the projects is available from the U.S. Department of Commerce, BIC-267, Washington, D.C., 20230.

SWEDEN — Mr. Hadar Cars of the Stockholm Chamber of Commerce has announced a multi-year series of **construction projects for the City of Stockholm.** This enormous undertaking has been in planning for many years. In summary, the projects comprise a total of some 29 buildings; of these, 27 will be offices, parking garages and hotel buildings, and two will be apartment developments. The 1973 planning document envisages the overall project taking some seven years to complete. Estimates are that some three hundred million Swedish Kroner (SKr. 4.45 = $1) will be invested annually over this seven-year period. No reliable data is available yet as to the current phases of the projects nor as to which firms or agencies may now have a "piece of the action" on individual developments. Address inquiries to: Hadar Cars, Stockholm Chamber of Commerce, P.O. Box 16050, S-103 23 Stockholm 16. Phone: Area Code 08 23-12-00; or Hans Swedberg, General Manager (International), Skandinaviska Enskilda Banken, S-106 40 Stockholm. Phone: Area Code 08 23-85-20.

Developing Nations Ask UNDP Expertise, Funds For 24 Projects

Twelve developing nations and a group of Caribbean islands have submitted twenty-four requests for technological and financial assistance from the United Nations Development Program. Copies of these preliminary requests are available to U.S. firms; they can serve as a guide to potential projects on which future bid proposals may be requested, or as indications of the industrial and social plans of the requesting countries.

U.S. firms are cautioned that these requests may not be approved by the UNDP for technical reasons. They have not yet been funded by the UNDP and no executing agency has been designated to implement them.

Interested firms should request copies from: Trade Opportunities Staff, BIC-267, Office of Export Development, U.S. Department of Commerce, Washington, D.C. 20230. Each request must include pre-addressed labels and identify each project desired by country and project number and title.

AFG/72/004/A/01/13 — AFGHANISTAN — Integrated **educational development** Project;

AFG/72/007/A/01/42 — AFGHANISTAN — **Industrial Development Bank;**

AFG/71/526/B/01/12 — AFGHANISTAN — **Wool** grading, scouring, packaging and disposal program;

ARG/73/001A/01/13 — ARGENTINA —Training in **educational planning** and research; technical assistance and training in the development of provincial education;

ARG/73/003/A/01/14—ARGENTINA —**Industrial hygiene and safety;**

ARG/73/004/A/01/12—ARGENTINA —**Science education** programs, National Graduate Training Program for Educational Development;

ARG/73/006/A/01/01—ARGENTINA —**Development of water resources in the** Northwest;

ARG/72/008/01/37 — ARGENTINA —**Mineral exploration** in Patagonia and Comahue;

ARG/72/029/A/01/12 —ARGENTINA —**Plant protection;**

BAR/72/004/A/01/37 — BARBADOS —Organization and administration of **National Standards Institution;**

STK/72/005/A/01/11 — CARIBBEAN AREA—(Commonwealth Islands). **Handicrafts** training, production and marketing centers, Basseterre, St. Kitts;

COL/72/031/A/01/13 — COLOMBIA —**Socio-educational research** and curricular reorganization;

COL/72/034/A/01/13 — COLOMBIA —**Occupational education;**

COL/72/044/A/01/13 — COLOMBIA —**Cultural development;**

COS/72/012/B/01/12 — COSTA RICA —**Agricultural diversification** of farms with trees and macadamia;

ECU/72/011/A/01/01 — ECUADOR— Strengthening of **petroleum sector;**

EGY/72/009/A/01/37 — EGYPT — **Engineering and Industrial Design Development Center,** Cairo, Phase II;

EGY/72/014/A/01/01 — EGYPT — Central Training Institute for **Inland Water Transport,** Cairo;

ELS/72/010/A/01/16 — EL SALVADOR — **Hydrometeorology;**

SYR/72/011—SYRIA — Development of the **Veterinary College,** Hama;

URT/71/012/B/01/12 — TANZANIA —**Lake Tanganyika fisheries;**

URU/73/001/A/01/20 — URUGUAY —**Telecommunications Training Center;**

YUG/72/018 — YUGOSLAVIA—modern technology in **iron and steel metallurgy;**

YUG/72/019—YUGOSLAVIA — **Computer control of water resources system** of the Morava River basin.

New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its district offices.

OFFICE OF THE SECRETARY

Export control. 102nd quarterly report, 4th quarter—1972, by the Secretary of Commerce to the President, the Senate, and the House of Representatives. Feb. 15, 1973. 78pp. Available over-the-counter at Government Printing Office Bookstores, 40¢; by direct mail (domestic), 65¢.

MARITIME ADMINISTRATION

MarAd 1972: a new wave in American shipping. Dec. 11, 1972. 112pp. Available over-the-counter at Government Printing Office Bookstores, $1; by direct mail (domestic), $1.25. The annual report of the Maritime Administration for fiscal year 1972.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF INTERNATIONAL COMMERCE

International Marketing Information Service

Export Market Digests

Micrographics

France (EMD 73-110). 6pp. 25¢.

Audio-Visual Equipment

Germany (EMD 73-200) 6pp. 25¢.

Overseas Business Reports

Annual subscription $28.50 ($7.25 more for foreign mailing). Single copy 30¢.

International economic indicators — a quarterly report (OBR 73-01). 42pp.

Establishing a business in Indonesia (OBR 73-02). 34pp.

Market profiles for Latin America and the Caribbean (OBR 73-03). 24pp.

Patents, trademarks, and licensing in Japan (OBR 73-04). 10pp.

SOCIAL AND ECONOMIC STATISTICS ADMINISTRATION

BUREAU OF THE CENSUS

Small-area data notes. Vol. 8, No. 3. Sold in combination with Data Access Descriptions at an annual subscription price of $5.50. Single copy price varies; this issue 25¢.

Construction and Housing

Housing starts: January 1973 (C20-73-1). 24pp. Annual subscription $4.50 ($1.25 more for foreign mailing). Copy 45¢.

Housing completions: December 1972 (C22-72-12). 10pp. Annual subscription $1. Single copy 10¢.

New one-family homes sold and for sale: December 1972 (C25-72-12). 22pp. Annual subscription $3. Single copy (monthly) 10¢; single copy (annual) $2.

Value of new construction put in place: January 1973 (C30-73-1). 28pp. Annual subscription $5.50, includes monthly and annual supplement. Single copy 55¢.

Housing authorized by building permits and public contracts: December 1972 (C40-72-12). 94pp. Annual subscription $17.50 ($4.50 more for foreign mailing). Single copy (monthly) $1.25; single copy (annual) $4.50.

Housing authorized by building permits and public contracts: 1972—States and selected standard metropolitan statistical areas (C40-72S). 16pp. $1.25.

Residential alterations and repairs—expenditures on residential additions, alterations, maintenance and repairs, and replacements: fourth quarter 1972 (C50-72-Q4). 12pp. Annual subscription, including 2-part annual report, $1.50. Copy 25¢.

1970 Census of Housing

Metropolitan Housing Characteristics

Caguas, P.R. — standard metropolitan area (HC(2)-245). 100pp. 55¢. Text and tables in Spanish and English.

Mayaguez, P.R.—standard metropolitan statistical area (HC(2)-246). 100pp. 55¢. Text and tables in Spanish and English.

Ponce, P.R.—standard metropolitan statistical area (HC(2)-247). 100 pp. 55¢. Text and tables in Spanish and English.

Distribution and Services

Canned food—stocks, pack, shipments: Jan. 1, 1973 (B1-73-2). 8 pp. Annual subscription (five issues) $1. Single copy 25¢.

Monthly department store sales in selected areas: January 1973 (BD-73-1). 10pp. Annual subscription $1. Single copy 10¢.

Monthly retail trade—sales and accounts receivable: January 1973 (BR-73-1). 34pp. 40¢.

Monthly selected services receipts: January 1973 (BS-73-1). 12pp. Annual subscription $1. Single copy 10¢.

Monthly wholesale trade—sales and inventories: January 1973 (BW-73-1). 20pp. Annual subscription $3.50 ($1 more for foreign mailing). Single copy 35¢.

Weekly retail sales estimates of U.S. stores for week ending March 17 (CB-73-77). 2pp. 15¢.

Weekly retail sales estimates of U.S. stores for week ending March 24 (CB-73-79). 2pp. 15¢.

Foreign Trade

General imports—cotton manufactures: January 1973 (FT 130-73-1). 12pp. Annual subscription $1. Single copy 10¢.

Puerto Rico and U.S. possessions: November 1972 (FT 800-72-11). 28pp. Annual subscription $5.50 ($1.50 more for foreign mailing.) Single copy 45¢.

Bunker fuels: January 1973 (FT 810-73-1). 2pp. Annual subscription $1. Single copy 10¢.

Waterborne exports and general imports: October 1972 (FT 985-72-10). 20 pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Industry

The following reports from the **Annual Survey of Manufacturers: 1971** contain statistics for States, standard metropolitan statistical areas, large industrial countries, and selected cities. Order:

Annual survey of manufacturers: 1971 (all 1971 reports), $7.75.

Annual survey of manufactures: 1971—Part 1: New England Division (M71-(AS)-6.1). 42pp. 25¢.

Annual survey of manufactures: 1971—Part 4: West North Central Division (M71(AS)-6.4). 42pp. 25¢.

Annual survey of manufactures: 1971—Part 5: South Atlantic Division (M71-(AS)-6.5). 56pp. 25¢.

Annual survey of manufactures: 1971—Part 7 West South Central Division (M71(AS)-6.7). 38pp. 25¢.

Population

Current Population Reports

Estimates of the population of the U.S. to Feb. 1, 1973 (Series P-25, No. 497). 2pp. 15¢.

Estimates of the population of Montana counties: July 1, 1971 and July 1, 1972 (Series P-26, No. 19). 4pp. 25¢.

Estimates of the population of New Jersey counties: July 1, 1971 and July 1, 1972 (Series P-26, No. 20). 4pp. 25¢.

Recent purchases of cars, houses, and other durables, and expectations to buy during the months ahead: survey data through January 1973 (Series P-65, No. 45). 20pp. 45¢.

Estimates and projections of the population of the USSR, by age and sex: 1950 to 2000 (Series P-91, No. 23). 30pp. Available over-the-counter at Government Printing Office Bookstores, 25¢; by direct mail (domestic), 40¢.

Persons of Spanish ancestry (PC(S1)-30). 28pp. Available over-the-counter at Government Printing Office Bookstores, 35¢; by direct mail (domestic), 50¢.

Personas de descendencia Hispana (PC (S1)-30S). 28pp. Available over-the-counter at Government Printing Office Bookstores, 35¢; by direct mail (domestic) 50¢.

Work disability of family heads by family income in 1969 for the United States: 1970 (PC(S1)-31). 6pp. Available over-the-counter at Government Printing Office Bookstores, 20¢; by direct mail (domestic), 30¢.

Transportation

1972 Census of Transportation

Truck Inventory and Use Survey

Idaho (TC72-T13). 24pp. 35¢.

New Hampshire (TC72-T30). 24pp. 35¢.

New Mexico (TC72-T32). 24pp. 35¢.

Washington (TC72-T48). 24pp. 35¢.

ECONOMIC DEVELOPMENT

ECONOMIC DEVELOPMENT ADMIN.

Economic development. Vol. 10, No. 3. March 1973. Annual subscription $2 (50¢

more for foreign mailing). Single copy 35¢.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Monthly weather review. Vol. 101, No. 1. January 1973. Annual subscription $19 ($4.75 more for foreign mailing). Single copy $1.75.

Environmental Data Service

Mariners weather log. Vol. 17, No. 2. March 1973. Available from the Environmental Data Service, Page Building 2 (D54), 3300 Whitehaven St., N.W., Washington, D.C., 20235.

National Marine Fisheries Service

Marine fisheries review. Vol. 25, Nos. 1-2. January-February 1973. Annual subscription $12.50 ($3.25 more for foreign mailing). Single copy $1.25. A comprehensive view of United States and foreign fishing industries—including catch, processing, marketing, research, and legislation.

Cooperative Gulf of Mexico estuarine inventory and study, Florida: phase I, area description (NMFS CIRC-368). 134pp. $1.25. Newly-developed tables and maps depict the dimensions, submerged vegetation, tidal marshes, mangrove swamps, commercial oyster beds, leased oyster-rearing areas, sources of pollution, drained marshes, and filled areas of Florida's west coast estuaries.

Fishery publications: calendar year 1970, lists and indexes (NMFS CIRC-377). 38pp. 45¢. Publications are listed numerically with abstracts and indexed by author, subject, and geographic area.

A review of the literature on the development of skipjack tuna fisheries in the central and western Pacific Ocean (NMFS SSRF-661). 14pp. 25¢. There has been a rapid acceleration in efforts to develop skipjack tuna fisheries in the central and western Pacific.

Seasonal distribution of tuna and billfishes in the Atlantic (NMFS SSRF-662). 28pp. 35¢. Charts of the Atlantic Ocean for each quarter of the year show the distribution of 10 species and groups of species fished by the Japanese Atlantic longline fishery in the years 1956-68. These charts are based on detailed catch and fishing effort data published by the Japanese Government.

NATIONAL BUREAU OF STANDARDS

Technical news bulletin. Vol. 57, No. 3. March 1973. Annual subscription $6.50 ($1.75 more for foreign mailing). Single copy 65¢. This periodical is published to keep science and industry informed regarding the technical programs, accomplishments, and activities of the National Bureau of Standards.

Full-scale test on a two-story house subjected to lateral load (Building Science Series 44). 26pp. Available over-the-counter at Government Printing Office Bookstores, 35¢; by direct mail (domestic), 50¢. This report presents the results of tests carried out on a single-family, detached house to determine its deflection characteristics under lateral loads.

Standard Reference Materials: development of NBS Standard Reference Material No. 1579 — Powdered Lead-Based Paint (Spec. Publ. 260-45). 32pp. Available over-the-counter at Government Printing Office Bookstores, 35¢: by direct mail (domestic), 50¢. This SRM is intended for use in the calibration of apparatus and methods used in determining lead in paint removed from old housing.

Index to the reports of the National Conference on Weights and Measures, from the first to the fifty-sixth; 1905 to 1971 (Spec. Publ. 377). 46pp. Available over-the-counter at Government Printing Office Bookstores, 50¢; by direct mail (domestic), 75¢.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5258 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢) unless otherwise specified.

Biological impacts of increased intensities of solar ultraviolet radiation (PB-215 524). Environmental Studies Board, National Academy of Sciences-National Academy of Engineering, Washington, D.C. Paper, $4.50. 54pp. Discusses consequences to man and other living organisms of a reduction in stratospheric ozone concentration resulting from operation of large numbers of supersonic aircraft.

Identification of marijuana and hashish smokers (AD-755 858). Midwest Research Institute, Kansas City, Mo. Paper, $3.75. 47pp. Evaluates a kit consisting of lip swabs for smokers and a paper strip test for hashish.

Rapid determination of heroin (morphine) in urine (AD-755 859). Midwest Research Institute, Kansas City, Mo. Paper, $3.75. 43pp. Improves sensitivity of a field test kit to less than 1 microgram/ml morphine in urine.

Picture processing: 1972 (AD-755 702). University of Maryland, College Park. Paper, $4.85. 78pp. Surveys developments in the field of picture processing by computer during 1972, and contains a bibliography covering much of the literature published during that period.

Consolidated master cross reference list, C-RL-1 (PB-214 599). Defense Logistics Services Center, Battle Creek, Mich. $2,365. 43 reels. Consolidated part one magnetic tape listings providing a means for determining the Federal Stock Number(s) applicable to a particular reference number in the Federal Catalog System. The C-RL-1 is in reference number sequence cross referenced to Federal Stock Number. Supersedes PB-203 887.

Survey of public reaction to TRANSPO personal rapid-transit systems and UMTA-sponsored bus and rail exhibits (PB-214 819). Century Research Corp., Arlington, Va. Paper, $6. 160pp. Determines what people did or did not like about the vehicles, their acceptances of the guideways in various locations, and their estimates of the types of trips for which they would use the vehicles.

Spectrophotometric analysis of drugs in biologic specimens (AD-755 782). USAF School of Aerospace Medicine, Brooks AFB.. 24pp. Describes ultraviolet spectrophotometric, colorimetric, and infrared techniques of determining drugs in biologic specimens.

Urban transportation planning references—a checklist for library collections (PB-214 648). Transportation Center Library, Northwestern University. Paper, $3.75. 44pp. Comprehensive listing of principal works in the field of urban transportation planning. Report includes a listing of major transit planning agencies and an address appendix.

Basic elements of intelligence: a manual of theory, structure, and procedures for use by law enforcement agencies against organized crime (PB-214 632). Law Enforcement and Assistance Admin., Washington, D.C. Paper, $4.50. 163pp.

Work in America (PB-214 779). Special Task Force to the Secretary of Health, Education, and Welfare, Washington, D.C. Paper, $6.75. 229pp. Discusses functions of work; effects of work problems on various segments of society; physical and mental health costs of jobs as they are now designed; the redesign of work; and Federal policy in relations to the creation of jobs, manpower, and welfare.

Group influences on individuals in organizations (AD-755 220). Yale University, New Haven, Conn. Paper, $6. 172pp. Discusses impacts of ambient and discretionary stimuli, group norms, and effects of groups on individual work effectiveness.

The following reports concerning organic and inorganic chemical pollution of freshwater and the effects of chemicals on aquatic life are available:

Water quality criteria data book, Vol. I: Organic chemical pollution of freshwater (PB-208 987). Arthur D. Little, Cambridge, Mass. 399pp. Microfiche only (Available in paper for $3.50 from GPO as order No. EP2.10:18010 DPV 12/70). **Same title, Vol. II: Inorganic chemical pollution of freshwater** (PB-208 988). 280pp. Microfiche only (paper copy available for $2.25 from GPO as order No. EP2.10:18010 DPV 07/71/V2).

Same title, Vol. III: Effects of chemicals on aquatic life, selected data from the literature through 1968 (PB-213 210). Battelle Memorial Institute, Columbus, O. 541pp. Microfiche only (Paper copies available for $3.75 from GPO; order No. EP1.16:18050 GWV 05/71/V3).

High-Gain, Long-Period Seismograph station installation report, Albuquerque, N. M. (ERL 249-ESL 21). 52pp. Available at all U.S. Government Printing Office bookstores, and most Department of Commerce Field Offices, 50¢; 75¢ by direct mail. A high-gain, long-period seismograph system, developed by the Lamont-Doherty Geological Observatory, was installed at the Albuquerque Seismological Center Observatory near Albuquerque in August 1971. Magnification in excess of 100,000 for the vertical component at periods of 35 to 45 sec have been obtained. Horizontal components operate at about one-half the gain of the vertical component. Data are recorded both digitally and photographically.

Advances in joining technology—the 60's and beyond (XF-754 262). Battelle Metals and Ceramics Information Center, Columbus, Ohio. Paper, $12.95. 68pp. Describes significant advances in welding technology since 1960, covering both new processes and improvements in old processes.

Civilizing science and disciplining its management: a suggested working rationale for national management of the R&D resource (AD-754 968). Science Communication, Inc., McLean, Va. Paper, $3.75. 41pp.

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